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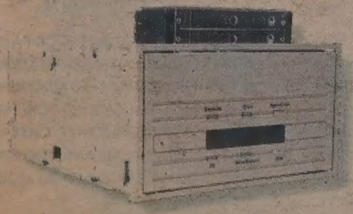

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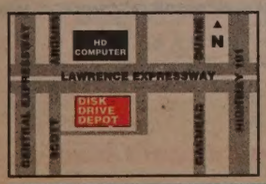

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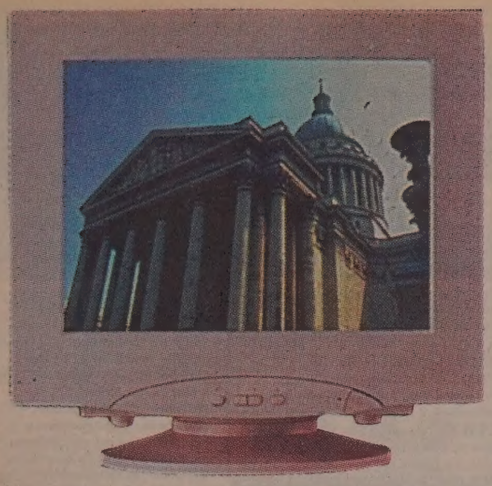

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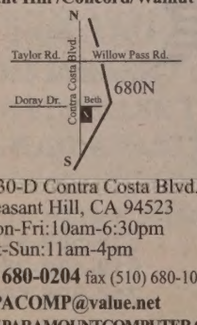

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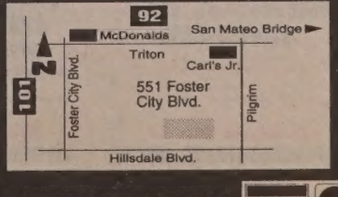

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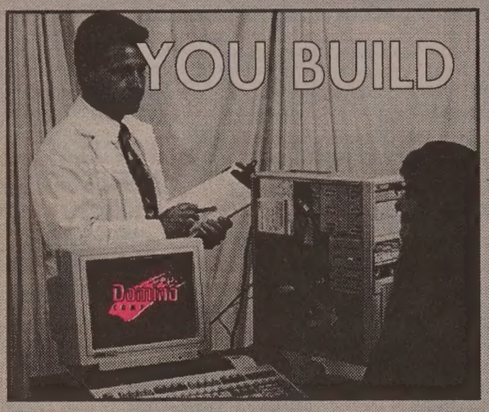

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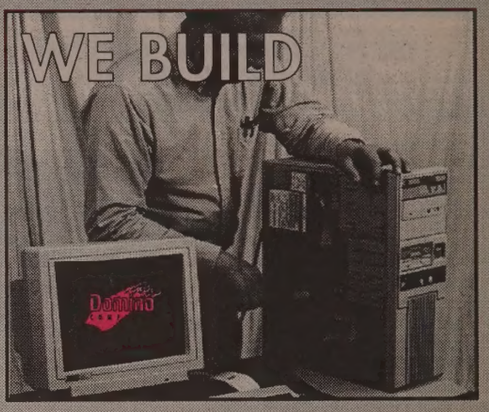

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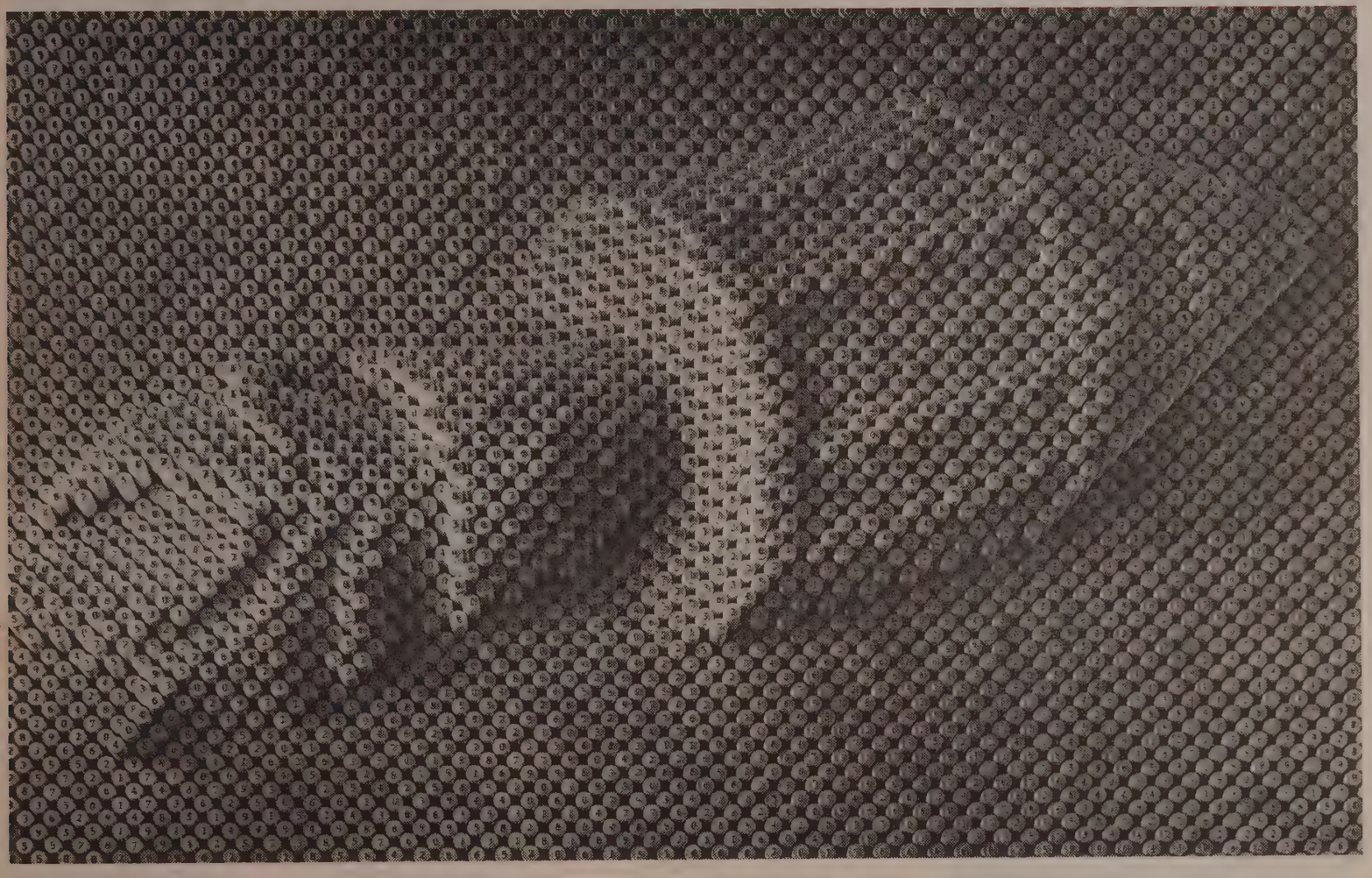

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November 4, 1996 • Issue #157

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Issues Of Intellectual Property

Digital technology in general, and the Internet in particular, are creating radical changes in the ways intellectual property is created, used, accessed, protected, and paid for. While some contend that the very notion of intellectual property (be it trade secrets, patented technology, software, text, artwork, etc.) is made obsolete by near-effortless and near-infinite reproducibility, others work feverishly in labs and lawyers' offices to retain ownership and control of their work.

With this issue, we're pleased to bring you some current perspectives on the complexities of IP in a digital world, as we did last year in issue #143. Actual attorneys hold forth on software patents and the ever-thorny matter of "fair use"; Total Clearance's Jill Alofs updates us on the efforts of multimedia developers and content owners to achieve mutually useful agreements; programmer Leo Schwab explains just exactly why he thinks shrinkwrap software licenses are a snare and a delusion, and what ought to be done about it. As always, we hope you find food for thought in these articles, and we welcome your comments.

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Checking In With Total Clearance

BY MARY EISENHART

When we first visited with Jill Alofs in Issue #126, she had just started a company to help developers secure rights to incorporate movie clips, sports footage, etc., into their products. Since then the Internet's explosive growth has propelled Total Clearance into international operation and presented new hazards and opportunities. In this interview we check in with Alofs as to the current state of Content On The Net, and the hopes and fears of her clients.

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Fair Use And The Internet: Issues To Consider

BY IVAN HOFFMAN

"Fair use" is often claimed as a justification for appropriating the intellectual property of others for use in one's own. Sometimes the courts agree, sometimes they don't. Attorney Hoffman offers some guidelines traditionally used in deciding the merits of such cases.

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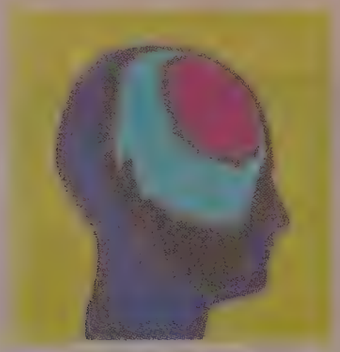
Software Patents: Vendors Rush To Protect Innovation

BY RICHARD H. ZAITLIN, ESQ., AND WENDY YANG, ESQ.

Lotus v. Borland having shown the limits of copyright law, many software developers are now turning to patent protection as a way to stay ahead of their competitors.



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Help Us Choose The Next MicroTimes 100

It's that time of year again, and we're compiling our annual list of industry luminaries for our Tenth MicroTimes 100 in Issue #160. And while we have the usual complement of press releases and annual reports from the usual sources, we're very interested in hearing from our readers, because they always tell us about interesting and overlooked folks.

So if you think there's some unsung teacher, user group president, tech support guru, purveyor of lattés to exhausted programmers, etc., who should be on our list this year, head over to page 146, or to *www.microtimes.com* , and tell all. Nominations must be in our hands by November 22, so don't delay!

News & Views

Jim Warren is taking a well-deserved vacation. Feel free to send email encouraging his speedy return to *jwarren@well.com* .

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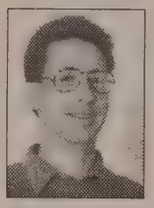

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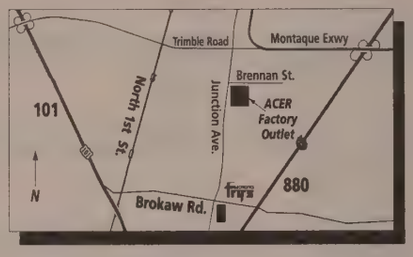

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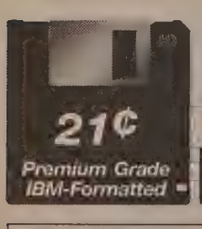

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BY PAUL HOFFMAN

Industry Insights

PC Hardware Market Stagnates: The Hard Decisions For Buying This Christmas

This is the time of year when many people start thinking hard about whether or not to buy a new computer before the end of the year. Due to a variety of negative factors, the decision is not as easy this year as it has been in previous years. It's not that computers have become more expensive; it's just that they are not dropping in price this season as they normally do.

If you want to blame someone for the problem, you should probably blame Intel more than the computer manufacturers or the dealers. A few months ago, Intel decided to forego the price drop on CPUs that would have come right about now. Intel assured the press that it would make up for this drop early next year, but the result is that the Christmas buying season will be harder on buyers than many had hoped.

Rapidly Falling Prices Are Normal

If you've been reading the ads in *MicroTimes* for over a year, you probably noticed that the prices on PCs drop much faster than, say, those on televisions or stereos or microwave ovens. A particular configuration of a mid-powered PC might be $500 or $1000 less now than it was at this time last year. There are many factors that contribute to this almost-constant decline.

Until this year, probably the most important reason for the price drops was that the cost of the CPU kept going down. Intel keeps creating new, high-powered CPUs and introduces them at the high-end of its price list. This forces all the other CPUs down in price, with the lowest-price CPUs often falling off the price list altogether as Intel decides to stop manufacturing them.

The big change this year was that the cost of RAM started plummeting. Dealers who were selling 8MB SIMMs for $315 a year ago are selling them for around $75 today. This radical drop has caused people to start adding RAM to old systems, and for dealers to start selling systems with 16MB pre-installed without fear of the price of the system looking too high.

In July, Intel announced that it would NOT cut prices for Pentium CPUs on November 1, instead waiting until February 1 and then making bigger cuts.

A darker reason for the constant drop is that the size of the market for PCs is artificially inflated by people who already own a PC but think that they have to buy a new one because their old one is "too slow." Lots of forces fuel this misconception, and we in the press are certainly often guilty of promoting products that will only work adequately on a new, fast machine. The number of people who buy new systems for fear of being "left behind" certainly keeps the dealers, particularly those who sell high-end equipment, busier than they might be if the computer market was a bit more rational.

Why These Drops Aren't Happening This Season

Intel normally cuts the prices of the middle of its range of CPUs about 20% every three months. The cuts come all at once, so PC manufacturers try to reduce their purchasing during the last month of a price schedule and increase them right after the price cuts. However, with the scheduled cut being November 1, it would be very hard for PC makers to get the new systems into the retail channel in time for purchases at Thanksgiving.

In July, Intel announced that it would not cut prices for Pentium CPUs on November 1, instead waiting until February 1 and then making bigger cuts. Intel said that it did this based on requests from its biggest customers, who said that it was just too hard to schedule for the Christmas season—although one imagines that the fact that Intel would have higher prices for three additional months had something to do with their decision.

At the time of the announcement, the computer trade press showed anxiety about the lack of cuts and year-end buying. However, *Microprocessor Report* (by far my favorite newsletter) correctly reported that Intel still

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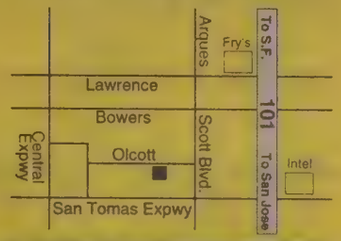

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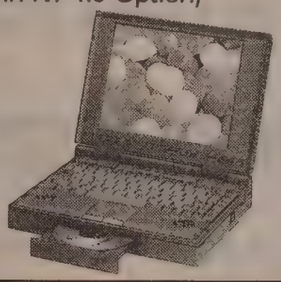

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Industry Insights *continued...*

planned on making cuts for the Pentium Pro CPUs, which will in turn help bring down the price of the highest-cost computers. Thus, while mid-range systems will not get any advantage from lower-cost CPUs, there will be some relief for people buying high-end systems.

Many people assumed that system prices would continue to go down as the cost of RAM plunged. However, the cost of RAM levelled off about a month or two ago, and many chip industry analysts expect the price to remain level for a while. The factors that led to the drop are still there, but new systems sales are demanding so much more RAM that the price will not drop much until the supply is much greater. Still, if you're looking to go spend a few hundred dollars on your computer, it's a great time to go out and buy a few more SIMMs.

These factors in turn have levelled demand from the folks who feel the urge to buy a new system because they worry about speed. Even more important, however, is that almost all the computer news for over a year has been about the Internet, and most people now understand that a fast computer does not have much effect on Internet access. There are plenty of people running old 386-based systems with a 28.8K modem attached to them, and they're having almost the same Internet performance as those with new high-speed Pentium systems.

Current computer users who want to do all they can for their Internet speed can upgrade their computers for much less than the cost of buying a new system by getting a fast modem and adding more RAM to satiate memory-hogging programs like Netscape. If you've got a 14.4K modem, getting a 28.8K modem will probably cost you under $200 (and don't forget to donate your old modem to a local school or community center!). Adding another 8MB of RAM shouldn't cost you over $100 if you do the installation yourself, and only a little more if you pay your dealer to add the RAM for you.

What You'll Get If You Buy This Year

Those buyers who are not put off by the lack of price drops will have some tough decisions as they try to decide whether to go for the very high end of speed, or to drop a bit in speed for a system that is many hundreds of dollars less. Trying to predict the needs of the programs that you will run in the next two years is harder this year, with the Internet dominating the new software market. The relatively low price difference between the very high end and the sort-of high end makes the decision all that much harder to make.

Another frustration for many PC buyers is that notebook prices have not come down as much as many people predicted a few years ago. Lots of home users want a notebook instead of a full-blown PC due to cut down on the space that the computer takes in whichever room they decide to put it in. Laptops are particularly attractive to people who want to set up the computer on a small desk in their bedroom because the fans on most desktop PCs are pretty noisy.

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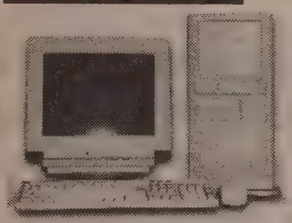

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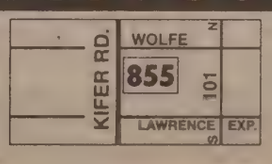

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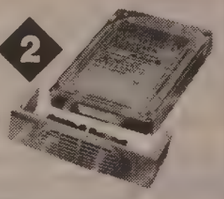

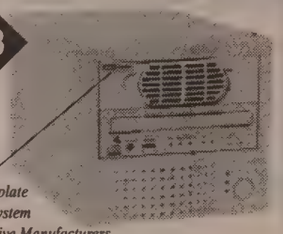

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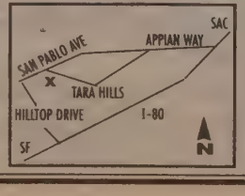

Industry Insights *continued...*

However, the difference in price between a similarly-configured laptop and computer is still a deterrent for many buyers. Whereas you might find a reasonably fast economy desktop system for around $1500, to get the same amount of speed and RAM in a laptop can easily run you over $3000. One redeeming trend for laptops is that more and more are appearing with CD-ROM drives in them, making them suitable for home multimedia, although these are still not ubiquitous.

Macintosh users who wanted to buy a laptop this season are particularly stymied. Due to some monumental misplanning on Apple's part, there are almost no low-cost PowerBooks available this year, and new ones may not appear for many more months. Earlier this year, Apple had a production problem with some of its lines of laptops and had to recall them. Instead of fixing the problems getting them out in the market again, Apple stopped selling them, which left almost all the PowerBooks available at the high end of the price range. Although new models are about to be available, none of them are as inexpensive as Apple users have become used to in the past few years.

Almost all the computer news for over a year has been about the Internet, and most people now understand that a fast computer does not have much effect on Internet access.

Apple is not alone in its laptop woes. Many PC manufacturers have been selling high-end laptops to office PC users who need an identical system for the road. However, Microsoft's new Windows NT 4.0 does not have the power-management features needed to make the batteries in portables last more than an hour or two. Worse yet, NT 4.0 doesn't have the kind of PC Card (PCMCIA) support needed for most of today's laptops. Microsoft is helping individual manufacturers rectify these problems, but a general solution that can be used by many laptop vendors probably won't be available for at least six months.

Candy Or Coal For Dealers' Stockings?

With a reasonably strong economy and less unemployment, you might expect year-end PC sales to be up. There are enough worrisome factors, however, to keep dealers anxious and looking for niches to jump into to get the short-term sales they need to close out the year. Look for more specialized systems sporting tags such as "Internet-ready" and "TV-compatible" from the smaller dealers in the coming months.

Intel may have done year-end buyers a favor by slightly reducing the pressure to shop only based on cost. New computer users will, of course, face the same incredible hurdles they do every year in trying to figure out what it is they need and what extra money will buy them. The good news is that folks who are upgrading might really look at how much they need and how much they really want to spend more than they might under the normal advertising blitz. ■

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Stock Chart on page 158

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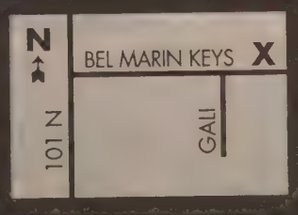

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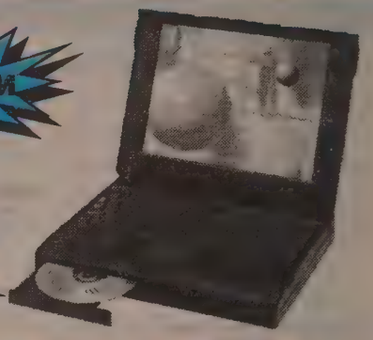

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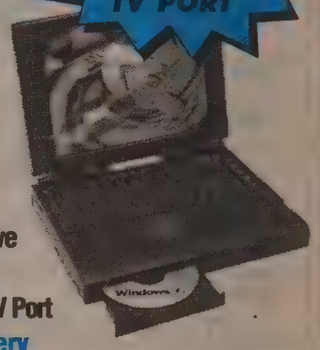

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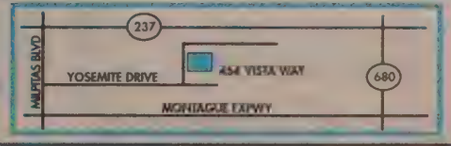

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GUEST EDITORIAL • BY LEO L. SCHWAB

Shrinkwrap Licenses: Threat Or Menace?

Or: By Reading This Article, You Agree To Subscribe To This Magazine For 25 Years...

You know, you don't actually own any of your software. The software tools that let you accomplish your day-to-day work, in which you may have invested thousands of dollars, don't actually belong to you. And they can be taken away from you, at any time, for any reason, without notice or refund.

At least, that's what most computer industry lawyers would like you to believe.

It has to do with a little thing called a "license agreement"–you know, the ones printed in Flyspeck 3 Condensed on the envelope containing the floppies: "Opening this package/using this software shall indicate that you have read, understand, and agree to be bound by the terms of this agreement." I place the term "license agreement" in quotes because no one I know (who isn't a lawyer) has ever taken these things seriously or treated them as a legitimate, binding contract.

Have you ever read one of these things? They're insidious. What's more disturbing is that they're virtually everywhere. It's been rare that I've seen a software package that didn't have one of these things attached to it. They're even starting to show up on shareware.

What's most fascinating about these things is they don't seem to accomplish anything. There's nothing covered in these documents that isn't already covered by law. At best, they're redundant; at worst, they're an abridgement of common sense and fairness.

Illusion Of Necessity

Back when computers were Big Iron, purchasable only by large organizations which typically had an on-site programming staff, the software market was extremely tiny (only a few hundred customers or so), and license agreements made a lot of sense.

The company availing itself of the software would agree to not take it apart or modify it, not give copies to other potential customers, and other restrictions. In return, however, the company would typically receive some form of continuing service, e.g., for a periodic lease fee (monthly, yearly, whatever), the vendor would supply the customer with regular updates and support, both on- and off-site.

The marketplace has changed radically since then. Customers now number in the millions, and copyright law has been explicitly extended to cover computer software. One single illicit copy no longer represents a significant fraction of the market, and is now forbidden anyway by copyright law. Further, the mechanics of procuring software have changed. In the old days, you had to first contact the vendor and negotiate a lease before you could get your hands on the software, so you knew beforehand what you were getting into. Today, software is sold over the counter, and is handled and treated just like any other retail purchase.

Many of the reasons which originally caused software licenses to be drafted no longer exist. Moreover, the change in the way software is procured makes the validity of any attendant "license" highly questionable.

Many of the reasons which originally caused software licenses to be drafted no longer exist. Moreover, the change in the way software is procured makes the validity of any attendant "license" highly questionable.

An Example

Let's go through an imaginary license point-by-point (I've taken some creative liberties here and there, but the main thrust of most such documents is preserved):

"This is an agreement between MegaHuge Software Company, Ltd. ("Company") and you, the purchaser ("Hapless Sucker"). By opening the package or by using the software, you indicate that you have read, understand, and agree to be bound by the terms of this agreement. If you do not agree to these terms in full, return the software unopened to the place of purchase for a full refund."

These "licenses" are typically printed on a sheet of paper or an envelope contained inside the box, hidden from view. When you purchase the software, you have no way of knowing the specific terms and conditions of the agreement inside, or even that there *are* terms and conditions attached to your purchase above and beyond those imposed by law.

When you make a purchase, you make some fairly basic and perfectly valid assumptions about in whom title to your purchase vests. The "agreement" inside seeks to nullify these assumptions after the fact. This alone calls into serious question the enforceability of any such document.

Further, contracts (for a license agreement is a contract) are traditionally negotiated on a

Thanksgiving Special Sale

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Hi-Speed Serial Ports & Parallel Port
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one-to-one basis, and terms and conditions are retained or rejected as the negotiations progress. Shrinkwrap "licenses" are take-it-or-leave-it affairs, with zero negotiation. Courts generally frown on such practices, preferring instead to support contracts where both parties entered into an equitably negotiated agreement, fully informed, in good faith.

Given the everlasting and rather draconian covenants such "agreements" seek to impose, it seems common sense that a reasonable individual would insist on explicit negotiation. Let's take a look at some of these covenants:

"The Software, manual contents, and all accompanying materials, both printed and recorded on disk, are and remain the property of the Company."

Here is where the vendor seeks to remove ownership from you, despite the fact that you may have just paid hundreds of dollars for the program.

"The Company hereby grants a non-exclusive license to the Hapless Sucker to execute and use the Software on a single computer system."

Assuming the agreement were valid, this is what you, in fact, would have purchased: The right to use the software, not the software itself.

There is no precedent for this kind of consumer transaction outside of explicitly negotiated contracts. Let's assume you went out and bought a CD. What have you purchased? Not a "license to use," as the software lawyers would have you believe, but the actual, physical CD, and all the bits on it. You can't perform it publicly, or give or sell copies to anyone, of course, as that violates copyright law. But beyond that, it's yours to do with as you please. The same is true for books. You don't own a "license to read," you own the book. Same thing with videotapes–you can't make or distribute copies, but you can do virtually anything else.

Software is no different. It's information recorded on a medium, just like CDs, books, and videotapes. It's protected by copyright law, just like CDs, books, and videotapes. And it's your property.

In a clumsy attempt to offer you some rights, most "agreements" have a paragraph stipulating copying privileges:

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Okay, let's get serious. For the sake of argument, I presume most of us can agree that copying software is bad. What such paragraphs seek to do is prevent you from using the software "unfairly," e.g., if you have two computers, you probably ought to buy two copies of your screen blanker for them. But it gets a little fuzzier for other things, like word processors. If you have a desktop machine at home, and take a laptop with you on the go, is it ethical to buy only one copy of CostlyWord 5.1 and install it on both machines, or are you morally obligated to purchase two? After all, you're not likely to be using both machines at the same time, and no one else ever uses the machine you're not using... So where's the line?

When you purchase the software, you have no way of knowing the specific terms and conditions of the agreement inside, or even that there *are* terms and conditions attached to your purchase above and beyond those imposed by law.

As important as this subject is, shrinkwrap "agreements" do not help to clarify these issues. In fact, they often confuse it. In the above example, is it legit to copy the software to your hard disk? Hey, that's a real, honest-to-God *copy* of the software, which is expressly forbidden by the "agreement." But wait! Maybe you could regard the floppies you bought as the *archival* copy, and the copy on the hard disk as the "real" one. The agreement doesn't say anything about that. But then, the copy you'd be making to the hard disk wouldn't be the actual archival copy, and making anything other than an archival copy is verboten...

US copyright law, on the other hand, has tons of case law relating to "fair use." While the term's meaning is still muddy in the digital domain, recent cases suggest that "fair use" of digital material is likely to be interpreted in the same light as have all other intellectual properties in the past. "Fair use" is sufficiently broad to allow the individual reasonable flexibility in using copyrighted works, while still admirably protecting the rights of the copyright holder.

Of all the restrictions laid out in shrinkwrap "licenses," this one irritates me most:

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I'm a software engineer. I make my living by writing software. I have done this all my professional life with the *expectation* that people would take apart my software and learn from it. In return, I expect the same treatment.

Don't get me wrong; I'm not looking to steal ideas wholesale. Disassembling software is a

continued on page 33

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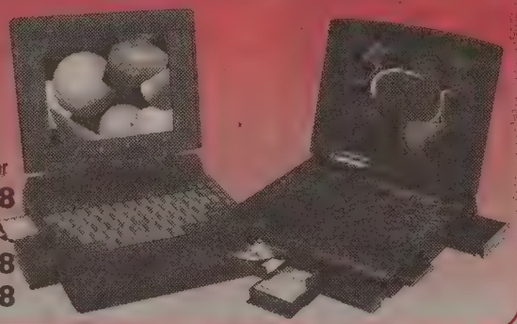

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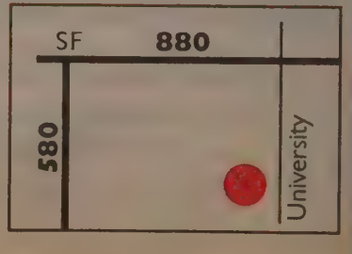

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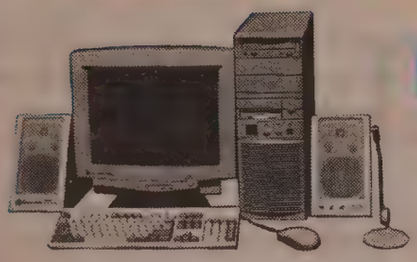

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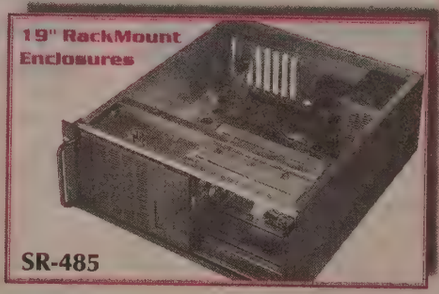

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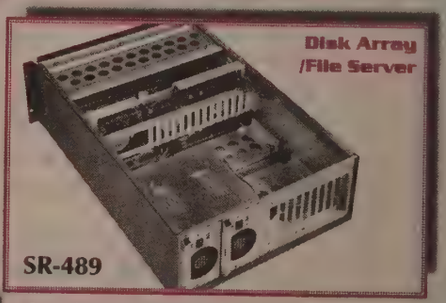

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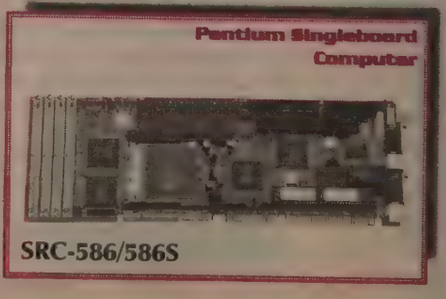

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Shrinkwrap Licenses *continued from page 28*

gargantuan undertaking, and I can better spend my time inventing new things. But every so often, I see a thing I want to learn more about, and take the thing apart to see how it works. I've been doing this since I was old enough to walk (much to my parents' dismay). If it was interesting and mechanical, it eventually had a screwdriver applied to it. I even put everything back together properly.

This has been true for as long as I can remember. Now that I'm old enough to buy my own gadgets (with credit cards yet), I see no reason why anything should have changed. I can (and have been known to) take apart my stereo, my telephone, my clock radio, even my computer. So where do these guys get off telling me I can't take apart my software?

I own books, music CDs, and videotapes. I can read my books, studying them for sentence structure, creative use of vocabulary, frequency of word usage, or simply absorb the printed message. I can listen to my CD's, noting chord progressions and rhythm patterns; or I can statistically analyze the digital signal, discovering how noisy the signal is, or finding how many soft errors are on the disc. I can watch my videotapes, noting camera angles, use of lighting, pacing of editing, use of background music; or I can advance frame-by-frame and discover exact timings for scenes or the precise velocities of objects, or look for subliminal messages. I can do all these things, and use the knowledge gained from these activities to my advantage in the future, within the confines of applicable law.

So why the hell do these guys think their software is any different?

It's my view that, in the future, computer literacy will include the very necessary component of understanding what software is, what it does, and how it works (or, more often than not, doesn't work). Most computer literacy courses these days simply teach basic operating skills without providing any underlying understanding. Many would argue that this is sufficient, observing that millions of people successfully operate cars every day without understanding how they work. This sufficiency falls down, of course, when the car malfunctions. Those with an underlying understanding stand a much better chance of repairing or temporarily patching the problem on their own. Others will wait patiently for a helpful motorist to stop, or call for help.

The point I'm trying to make is that people today are free to learn as much or as little about their car as they want, and car manufacturers don't seem to have any problem with this. On the other hand, by writing these "licenses," software companies seek to preclude any and all possibility of your learning how their software works. What purpose does this serve? Protection of intellectual properties? People are free to fiddle with their cars, and the auto industry shows no sign of imminent demise. Similarly, people are free to use their books, music CDs, and videotapes any way they wish, and their respective industries continue to grow at a healthy rate. Conversely, the presence of these "agreements" has not abated software piracy—a practice to which the computer industry claims to lose billions of dollars a year (and, mysteriously, still manages to grow at a healthy rate)—to any measurable degree. So what the hell is this clause for?

It gets worse:

"The Hapless Sucker expressly acknowledges and agrees that use of the Software is at the Hapless Sucker's sole risk. The Software and accompanying manuals and printed materials are provided "AS IS"

continued on page 184

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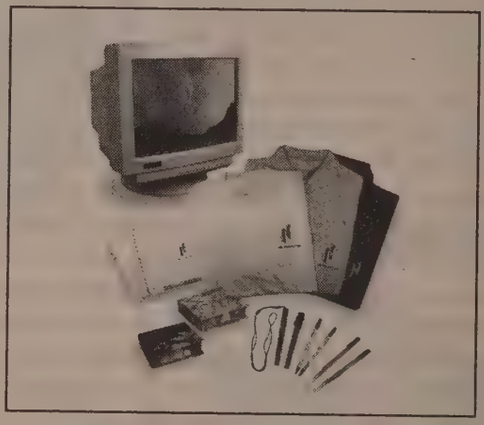

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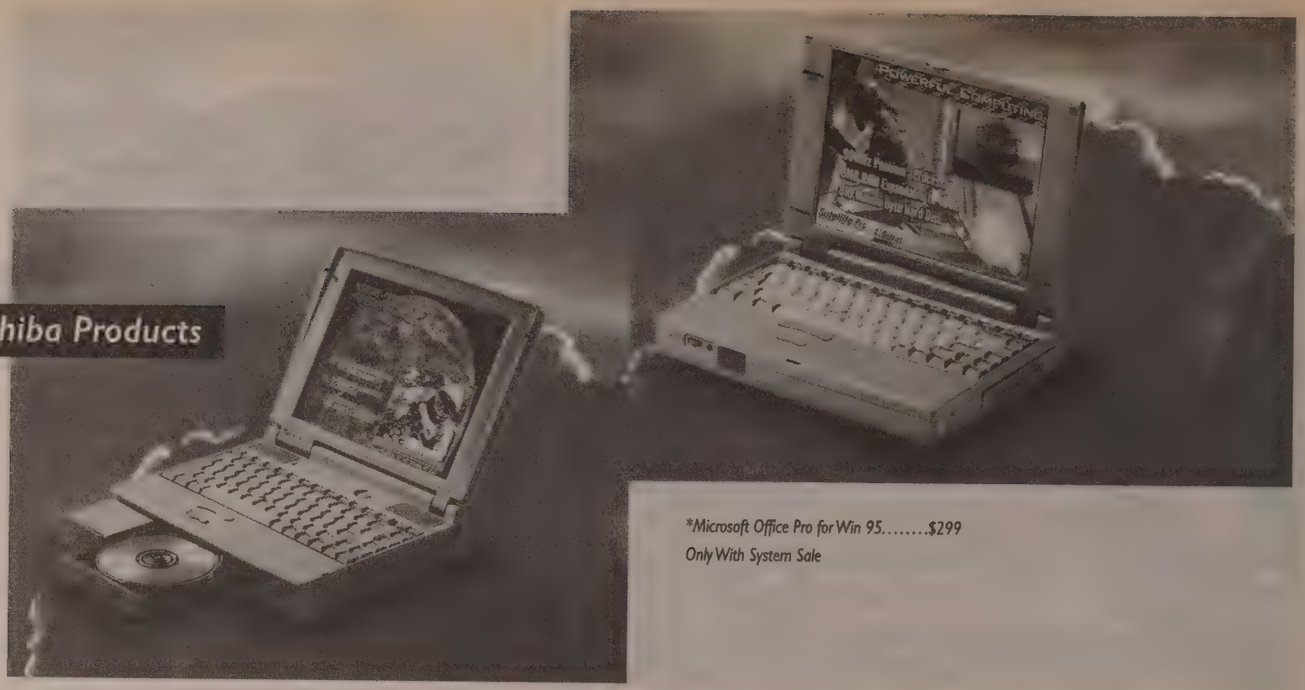

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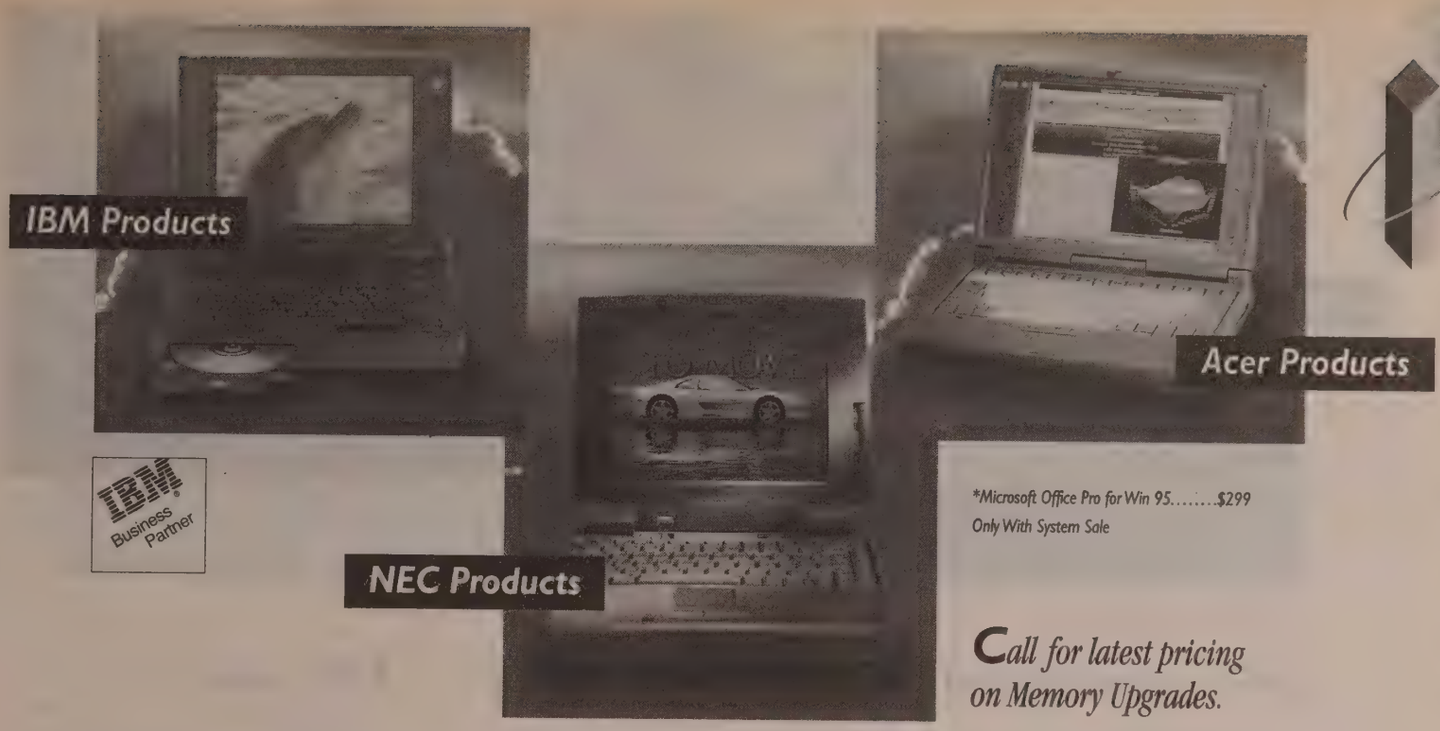

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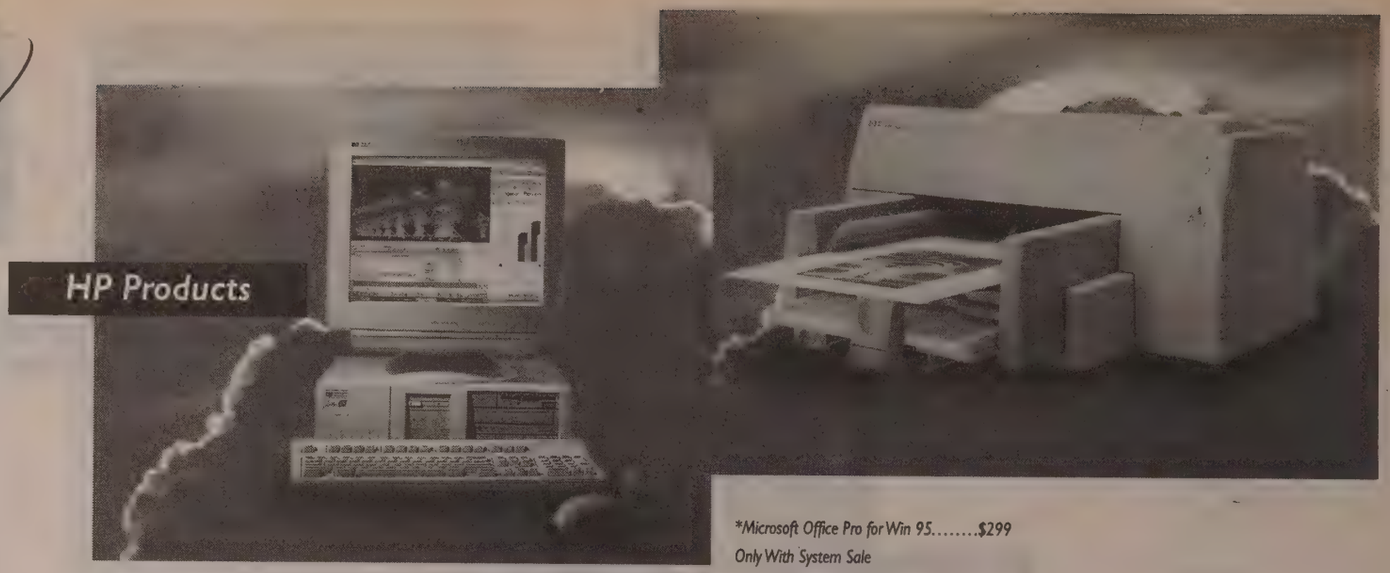

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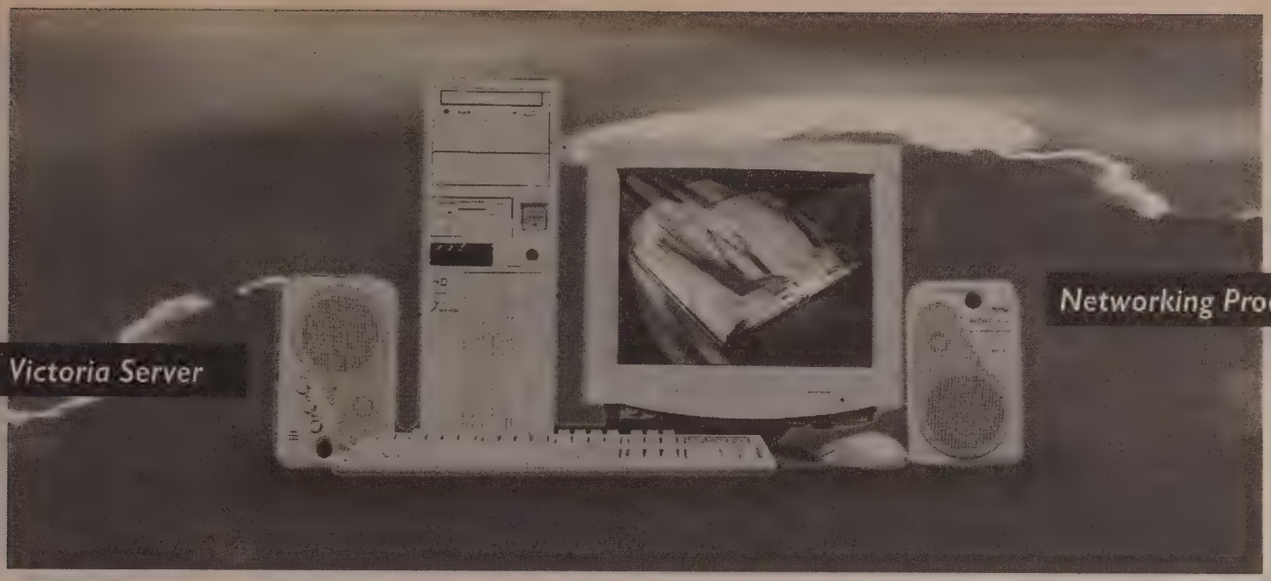

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- **6X SCSI CD-ROM INT**
- Spider Tarantula Lite PCI VGA w/1MB
- 2-16550 Serial Port & 1-Parallel Port
- Full Tower ATX Case w/Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- MS DOS 6.22
- **Novell NetWare 4.1 25User (CD-ROM)**
- **3COM 3C905 PCI 100BT Ethernet Card**

200MHz **$6699**

Ethernet Adapters

INTEL

EtherExpress Ethernet Adaptors:

- Pro/10+ ISA PCLA-8220B-10BT $94
- Pro/10+ ISA PCLA-8210B-10BT/BNC $98
- Pro/10+ ISA PCLA-8200B-10BT/BNC/AUI $114
- Pro/10+ PCI PILA-8520-10BT $112
- Pro/10+ PCI PILA-8500-Combo $138
- Pro/10+ Flash ISA PCLA-8225B-10BT $102
- Pro/10+ Flash ISA PCLA-8215B-10BT/BNC $106
- Pro/10+ Flash ISA PCLA-8205B-10BT/BNC/AUI $122
- Pro/100+ PCI PILA-8465B-10BT/100BTX $138
- Pro/100+ PCI PILA-8475B-10BT/100BT4 ..... $144
- Pro/100+ Smart PCI PILA-8485-10BT/100BT $776
- Pro/100+ EISA EILA-8265-10BT/100BT $264

Print Servers:

- NetPort Express Pro/100 PCLA-2451-10/100 ..... $474

3COM

EtherLink III Ethernet Adaptors:

- 3C509B-ISA-Coax $116
- 3C509B-TP ISA-TP $114
- 3C509B-TPO ISA-TP Only $96
- 3C509B-Combo ISA-TP/Coax $128
- 3C590-TPO PCI-TP Only $128
- 3C590-Combo PCI-TP/Coax $172
- 3C592-TPO EISA-TP Only $196
- 3C592-Combo EISA-TP/Coax $218
- 3C589C-TP PCMCIA-TP $142
- 3C589C-Combo PCMCIA-TP/Coax $192

Fast EtherLink XL:

- 3C900-TPO PCI-TP Only $108
- 3C900-Combo PCI-TP/BNC/AUI $130
- 3C905-TX PCI-TP $134

SMC

Ether EZ™ PnP ISA Ethernet Adaptors:

- SMC 8416T-TP $94
- SMC 8416B-BNC $96
- SMC 8416BT-TP/BNC $106
- SMC 8416BTA-TP/BNC/AUI $124

SMC

Ether Power PCI Ethernet Adaptors:

- SMC 8432T-TP $122
- SMC 8432BT-TP/BNC $148
- SMC 8432BTA-TP/BNC/AUI $168

Ether EZ™ Workgroup Hubs:

- SMC 3605T-EZ 5-Port 10BT Hub $104
- SMC 3608T-EZ 8-Port 10BT Hub $198
- SMC 3616T-EZ 16-Port 10BT Hub $380

DANPEX

Ethernet Adaptors & Hubs:

- EN-2420PT ISA-TP $24
- EN-2420P2 ISA-TP/BNC $26
- EN-2000PnP ISA-TP/BNC/AUI $30
- EN-2400ABT ISA-PnP-TP/BNC/AUI $34
- EN-9200P3 EISA-TP/BNC/AUI $164
- EN-2900P2 PCI-PnP-TP/BNC $40
- EN-9400P3 PCI-TP/BNC/AUI $60
- EN-6200P2 PCMCIA-TP/BNC $86
- EN-6000EBT PocketLan-TP/BNC $86
- EN-500 5-Port 10BT Hub $84
- EN-800A 8-Port 10BT Mini Hub $96
- EN-800 8-Port 10BT Hub $148
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- EN-1600 16-Port 10BT Hub $200

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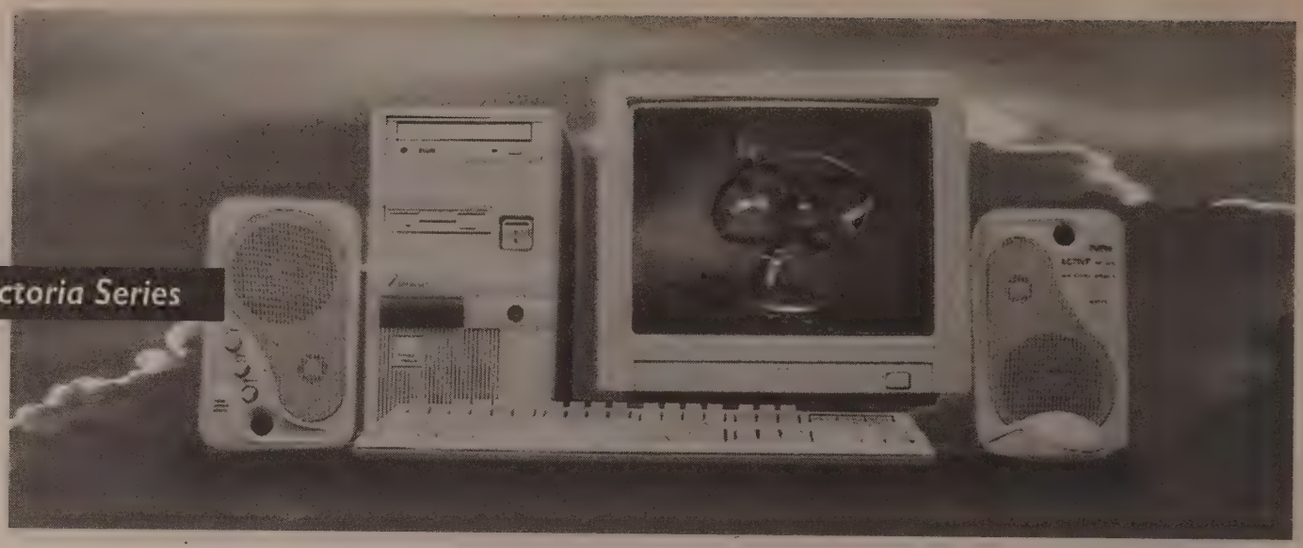

• Equipment is just representative of items sold.

- Victoria 15" 1280x1024 Monitor $279
- Victoria 3-Button Serial Mouse $12

Victoria White NT Server

- **Intel Venus/Natoma ATX Motherboard w/256K Cache**
- Intel Pentium® Pro Processor & CPU Fan
- **64MB EDO Exp. to 256MB**
- 1.44 Floppy Disk Drive
- **Seagate 2.0GB SCSI Hard Disk**
- **Adaptec 2940 PCI SCSI Controller**
- **HP C1534 2.0GB SCSI Tape Drive INT**
- **6X SCSI CD-ROM INT**
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- 2-16550 Serial Port & 1-Parallel Port
- Full Tower ATX Case w/Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- **MS Windows NT Server 4.0 (5 Licenses)**
- **3COM 3C905 PCI 100BT Ethernet Card**

200MHz..... **$4499**

Victoria Magenta Work Station

- **Asus Triton II Pentium® Motherboard**
- **256K Pipeline Cache Ext. to 512K**
- Intel Pentium® Processor & CPU Fan
- **16MB Exp. to 256MB**
- 1.44 Floppy Disk Drive
- **Seagate 850MB EIDE Hard Disk**
- **8X EIDE CD-ROM INT**
- **Diamond Stealth 64 PCI w/2MB DRAM**
- PCI Enhanced IDE Controller
- 2-16550 Serial Port & 1-Parallel Port
- Desktop Case w/230w Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- **MS Windows 95**
- **NE-2000 16BIT Ethernet Card**

75MHz..... **$1245**
100MHz..... **$1295**

Victoria Yellow

- **Asus Triton II Pentium® Motherboard**
- **256K Pipeline Cache Ext. to 512K**
- Intel Pentium® Processor & CPU Fan
- **16MB Exp. to 256MB**
- 1.44 Floppy Disk Drive
- **Seagate 1.2GB EIDE Hard Disk**
- **8X EIDE CD-ROM INT**
- **Diamond Stealth 64 PCI w/2MB DRAM**
- Sound Blaster 16 + 50 Watt Speaker
- PCI Enhanced IDE Controller
- 2-16550 Serial Port & 1-Parallel Port
- Mid Case w/230w Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- **MS Windows 95**
- **US Robotics Sportster 33.6 INT**

100MHz..... **$1499**
120MHz..... **$1549**
133MHz..... **$1599**
150MHz..... **$1649**
166MHz..... **$1749**

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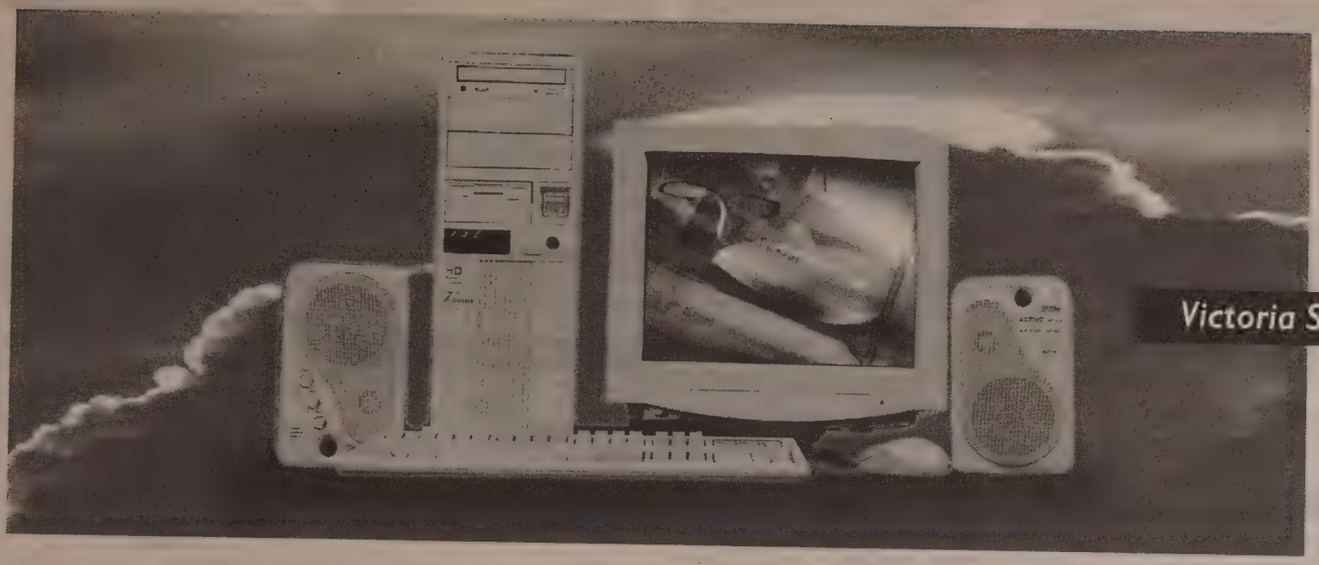

*Microsoft Office Pro for Win 95.....$299
Only With System Sale

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•Victoria 3-Button Serial Mouse $12

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Victoria Gray

- **Asus Triton II Pentium® Motherboard**
- **256K Pipeline Cache Ext. to 512K**
- Intel Pentium® Processor & CPU Fan
- **16MB Exp. to 256MB**
- 1.44 Floppy Disk Drive
- **Seagate 1.2GB EIDE Hard Disk**
- **8X EIDE CD-ROM INT**
- **Diamond Stealth 64 PCI w/2MB DRAM**
- Sound Blaster 16 + 50Watt Speaker
- PCI Enhanced IDE Controller
- 2-16550 Serial Port & 1-Parallel Port
- Mid Case w/230w Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- **MS Windows 95**
- **US Robotics Sportster 33.6 INT**

133MHz.....**$1649**
150MHz.....**$1699**
166MHz.....**$1799**
200MHz.....**$2149**

Victoria Red

- **Intel Atlantis Pentium® Motherboard**
- **256K Pipeline Cache Ext. to 512K**
- Intel Pentium® Processor & CPU Fan
- **16MB EDO Exp. to 256MB**
- 1.44 Floppy Disk Drive
- **W.D. 2.0GB EIDE Hard Disk**
- **8X EIDE CD-ROM INT**
- **Built-in PCI VGA w/2MB DRAM**
- Built-in 16 BIT Sound
- 50Watt Speaker
- PCI Enhanced IDE Controller
- 2-16550 Serial Port & 1-Parallel Port
- Mid Case w/230w Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- **MS Windows 95**
- **US Robotics Sportster 33.6 INT**

133MHz.....**$1669**
150MHz.....**$1719**
166MHz.....**$1819**

Victoria Blue

- **Intel Marl Triton II Pentium® Motherboard**
- **256K Pipeline Cache Ext. to 512K**
- Intel Pentium® Processor & CPU Fan
- **16MB EDO Exp. to 256MB**
- 1.44 Floppy Disk Drive
- **W.D. 2.5GB EIDE Hard Disk**
- **8X EIDE CD-ROM INT**
- **Diamond Stealth 64 PCI w/2MB VRAM**
- Sound Blaster 16 + 50Watt Speaker
- PCI Enhanced IDE Controller
- 2-16550 Serial Port & 1-Parallel Port
- Mid ATX Case w/Power Supply
- **Victoria 15" 1280x1024 Monitor**
- **Victoria 3-Button Serial Mouse & Pad**
- 104-Key Enhanced Keyboard
- **MS Windows 95**
- **US Robotics Sportster 33.6 INT**

133MHz.....**$1919**
150MHz.....**$1969**
166MHz.....**$2069**
200MHz.....**$2419**

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CONTROLLERS

ADAPTEC
1522A ISA/SCSI Fast w/Kit.....$132
1542CP ISA/SCSI Bus Master w/Kit.....$233
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3940 Twin Channel PCI/SCSI.....$399
3940W Twin Channel PCI/SCSI Wide.....$479
1460A Slim SCSI PCMCIA.....$179

FAX MODEMS

US ROBOTICS
Sportster 33.6 Internal.....$119*
Sportster 33.6 External.....$149*
Sportster 33.6vi Internal.....$159
Sportster 33.6vi External.....$189
Courier 28.8 Internal.....$389
Courier 28.8 External.....$419

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ISDN MODEMS

3 COM
3C871 ISDN Modem.....$460
3C872 ISDN Fax/Modem.....$590

US ROBOTICS
Sportster ISDN 128K/NT Internal.....$359

MONITORS

IIYAMA
Vision Master 17".....$690
Vision Master-Pro 17".....$765
Vision Master 21".....$1725

MONITORS

VICTORIA
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MAG
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DX1595 1280x1024.....$345
DX15T 1280x1024.....$385
DX17FS 1280x1024.....$615
DX17T 1280x1024.....$730
MXP17F 1600x1280.....$899
MXP21F 1600x1280.....$1899

NANAO
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F-2 17" EX.....$895
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T-2 20".....$1945
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XV15+.....$495
XV17+.....$825
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XE21 1028 x 1024 76HZ.....$1700
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M700.....$895

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GPD 17SE II 1600x1024 .25.....$945
GPD 20SF2 1600x1280 .25.....$1600
GPD 20SE II 1600x1280 .25.....$1945

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VIEWSONIC
15ES 1024x768.....$340
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17EA 1280x1024w/Built-in Speaker.....$630
17GS 1280x1024.....$625
17PS 1600x1280.....$710
20G 1600x1280.....$1120
GT770 1280x1024.....$795
P810 1600x1280.....$1595
P815 1600x1280.....$1950

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w/200MHz CPU
Venus/Natoma w/256K.....$1399

w/0 CPU
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Atlantis w/2MB Video/Sound 1256K Pipeline.....$269
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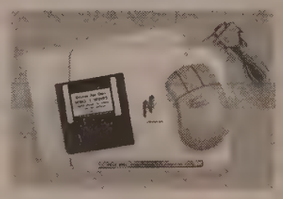
Tucson w/512K Pipeline.....$225
Tucson w/256K Pipeline.....$205

ASUS (w/o CPU)
Triton II Dual EISA PCI w/512K.....$620
Triton II w/512K Pipeline.....$185
Triton II w/256K Pipeline.....$160

MOUSE



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DJ-35 350MB Internal.....$99
DJ-25 700MB Internal.....$109
DJ-50 1.4GB Internal.....$229
T1000 400-800MB Internal.....$189
T1000 400-800MB External.....$235
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ATI (OEM.....$, bundled with hardware only)
Graphics Ultra Pro 64 PCI/2MB.....($209)
Graphics Ultra Pro 4 PCI/4MB.....($329)
Graphics Expression PCI w/2MB.....($159)

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(OEM.....$, bundled with hardware only)
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Stealth 64 PCI/4MB VRAM.....($319)
Stealth 64 PCI/2MB DRAM.....($99)
Stealth 64 PCI/1MB DRAM.....($89)

MATROX
Millennium PCI 2MB WRAM.....$199
Millennium PCI 4MB WRAM.....$259

NUMBER NINE
#9 Motion 771 PCI 2MB VRAM.....$259
#9 Motion 771 PCI 4MB VRAM.....$329
#9 Motion 331 2MB.....$149
#9 Imagine 128 PCI 2MB.....$359
#9 Imagine 128 PCI 4MB.....$469

SPIDER
Tarantula Lite 64 PCI 2MB DRAM.....$69
Tarantula Lite 64 PCI 1MB DRAM.....$59

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 # OF IN-HOUSE SYSTEMS_____
 # OF EMPLOYEES _____

SYSTEM	☐ AMD 486 ☐ INTEL 486 ☐ INTEL PENTIUM ☐ INTEL PENTIUM PRO
CLOCK SPEED	☐ 100 MHz ☐ 120 MHz ☐ 133 MHz ☐ 150 MHz ☐ 166 MHz ☐ 180 MHz ☐ 200 MHz
BUS FOR PENTIUM®	☐ PCI/ISA ☐ PCI/ISA (Dual CPU) ☐ PCI/EISA (Dual CPU)
BUS FOR 486	☐ PCI/ISA ☐ PCI/VL/ISA ☐ VL/ISA ☐ EISA/VL
CACHE	☐ 256 K ☐ 512 K ☐ 1 MB ☐ PIPELINE
MEMORY	☐ 4 MB ☐ 8 MB ☐ 16 MB ☐ 32 MB ☐ 64 MB ☐ 128 MB ☐ 256 MB ☐ EDO
CASE	☐ DESKTOP ☐ TOWER+230W ☐ MINI+230W ☐ MINI-MID+230W ☐ MID+230W ☐ FULL+230W
KEYBOARD	☐ 104 KEY ☐ MS NATURAL
FLOPPY A	☐ 1.2 MB ☐ 1.44 MB ☐ DUAL ☐ 2.88 MB
FLOPPY B	☐ 1.2 MB ☐ 1.44 MB ☐ DUAL ☐ 2.88 MB
HARD DRIVE	☐ 540 MB ☐ 850 MB ☐ 1.0 GB ☐ 1.2 GB ☐ 1.6 GB ☐ 2.0 GB ☐ 4.3 GB ☐ 9.0 GB
CONTROLLER	☐ IDE ☐ E-IDE ☐ SCSI ☐ PCI ☐ EISA ☐ VLB
I/O PORT	☐ 2S1P ☐ 2S1P1G ☐ 2S/16550/1EPP
VIDEO CARD	☐ MGP ☐ SVGA ☐ VLB ☐ PCI ☐ 1 MB ☐ 2 MB ☐ 4 MB ☐ 8 MB ☐ DRAM ☐ VRAM
MONITOR	☐ 14" ☐ 15" ☐ 17" ☐ 20" ☐ 21"
FAX MODEM	☐ EXTERNAL ☐ INTERNAL ☐ 14.4 ☐ 28.8 ☐ 33.6 ☐ ISDN ☐ VOICE
TAPE BACKUP	☐ EXTERNAL ☐ INTERNAL ☐ AT BUS ☐ DAT 2 GB ☐ DAT 4 GB ☐ SCSI ☐ 350 MB ☐ 700 MB ☐ 800 MB ☐ 1.4 GB
CD-ROM	☐ EXTERNAL ☐ INTERNAL ☐ 4X ☐ 6X ☐ 8X
SOUND CARD	
MOUSE	☐ VICTORIA ☐ MICROSOFT ☐ LOGITECH ☐ GENERIC ☐ SERIAL ☐ BUS ☐ TRACKBALL
SOFTWARE	☐ DOS 6.22/WINDOWS 3.11 ☐ WINDOWS 95 ☐ WINDOWS NT 4.0 ☐ OS/2
NETWORK CARD	☐ ISA ☐ EISA ☐ VLB ☐ PCI
OPTIONS	

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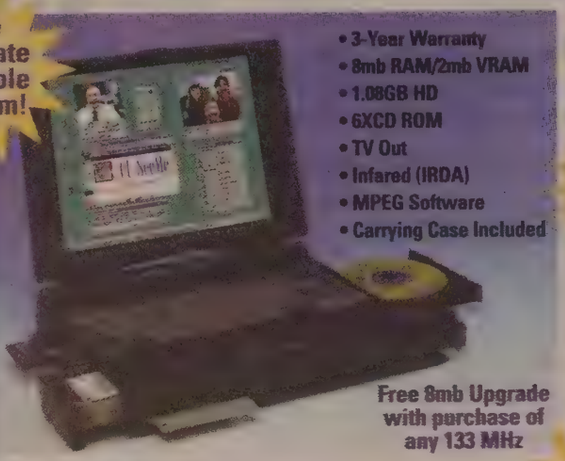

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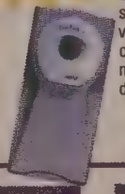

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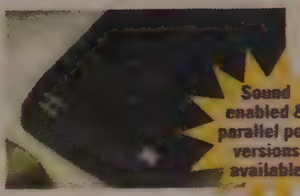

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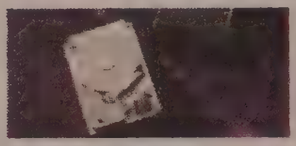

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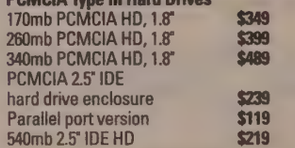

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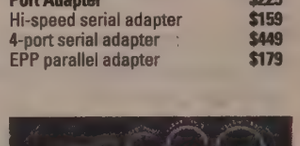

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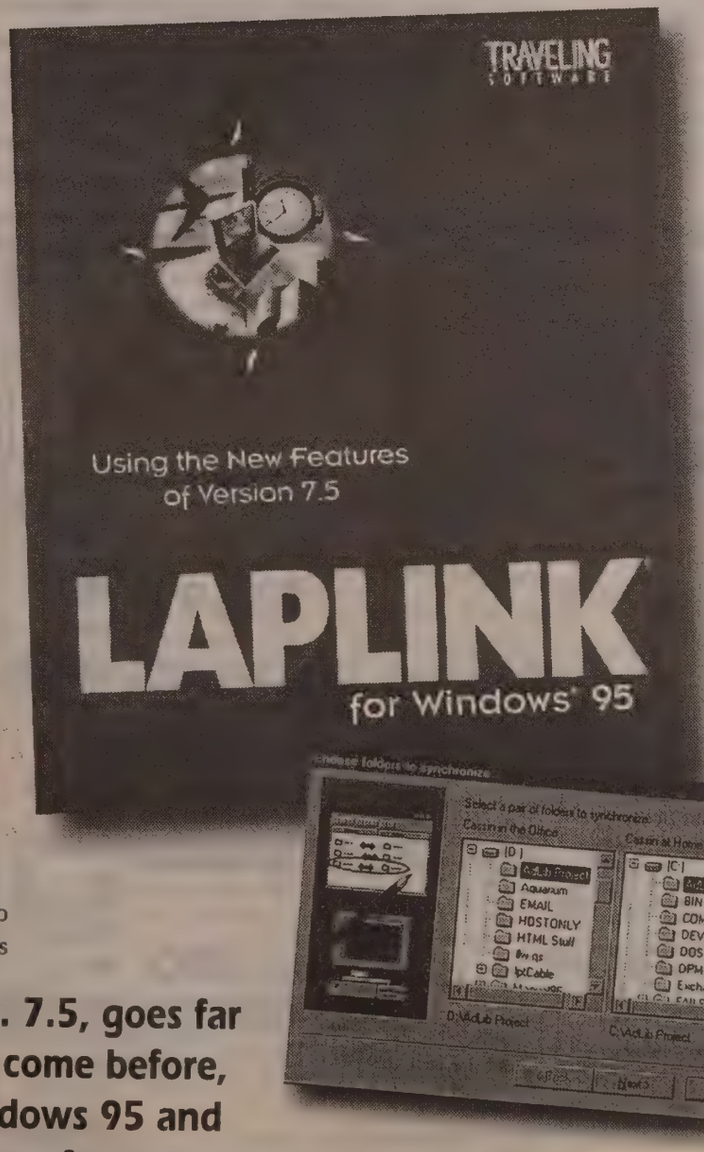
BY ED KAHN

Laptops

LapLink For Windows 95 Sets New Standards For File Transfers Plus: The Micro Express NP133A Notebook



In the beginning, Traveling Software was a small software company developing programs that let you transfer files between portable and desktop computers. Over time, the company grew into a formidable business that set the standard for easily transferring files from one computer to another. Its latest offering, LapLink for Windows 95, v. 7.5, goes far beyond anything that has come before, utilizing the power of Windows 95 and setting an example of how software can successfully integrate with the current Windows interface.

At its simplest, LapLink provides connectivity between a portable and a desktop computer, but these days that is simply the beginning for connectivity software. This new version is designed for on-the-go users who need to be able to connect to computers and networks in a variety of ways—whether by cable, modem, Internet, wireless or infrared. The folks at Traveling Software have clearly tried to think of every possibility and provide a means to transfer files, chat with another computer operator over the computer or remotely control another computer from afar. This is truly amazing software that goes beyond anything I have seen to date.

The easiest connection to establish is through a cable—simply connect a serial or parallel cable between two computers that each have LapLink installed. When you call up the program, you will see the file directory of both computers in separate windows on the screen. You can then synchronize the two computers or simply drag selected files and directories between the two systems. If you are transferring long files that are largely the same, LapLink can save you a tremendous amount of time by transferring only the portion of the file that does not reside on the second computer. While this is useful for cabled connections between computers, it is especially helpful when you are transferring files over a modem and paying long-distance charges. Modem connections are easy enough to

LapLink for Windows 95, v. 7.5, goes far beyond anything that has come before, utilizing the power of Windows 95 and setting an example of how software can successfully integrate with the current Windows interface.

Laptops *continued...*

files, you can take complete control of the remote computer and run it. This is especially helpful for troubleshooting. You can rearrange file structure, change the display resolution so that both computers are compatible, and delve into the innards of the remote system.

The third major way of connecting computers with LapLink is over the Internet. This is the most intriguing to me as it allows remote computers that are thousands of miles away to connect without paying telephone charges. Both computers must be running LapLink for Windows 95 and both must have Internet access. While the means of connecting are more complex, the instruction manual explains in step-by-step detail how to manage an Internet connection. First both systems must get online. One of the machines must first connect to the appropriate address on the Internet and then the second one simply gives the address and name of the first computer and within seconds a connection is established. From there on, it is pretty much the same as a simple cable or modem connection.

I must confess that I had trouble connecting the first time over the Internet, but once you have gone through the procedure you will see how simple it actually is. Traveling Software provides a small booklet at the beginning of the manual that explains in detail how to set your computer up and how to connect over the Internet. This is well worth learning if you are on the road and have a need for lengthy connections for the transfer of files. In fact, it is no more difficult than working though a modem connection or even a cable connection. Once the computers are in communication with each other, whether by modem, cable, the Internet or whatever, the procedures for transferring, chatting and remote controlling are the same.

In the old days, customer support from Traveling Software seemed easier to me. This time when I needed help understanding how to connect over the Internet, I waited on the phone for quite a long time. But, there are new additional ways to get help. You can get fax help, you can get help over the Internet or you can use a 900 number that will cost you $20 for priority help. But if you want the free technical support you might spend a good deal of money with the phone company. In any case, once I got through the support was excellent.

The days of being able to copy files individually on floppy disks and transferring them are over. Files have simply grown too large for the most part. Only data files can easily be transferred in this way and even these are cumbersome because of the complex file structure now found on computers.

For users who still use Windows for Workgroups or even Windows 3.1, Traveling Software includes a version of LapLink that will work on these older systems and interface with the newer 32-bit version. This is a must-have package for portable users.

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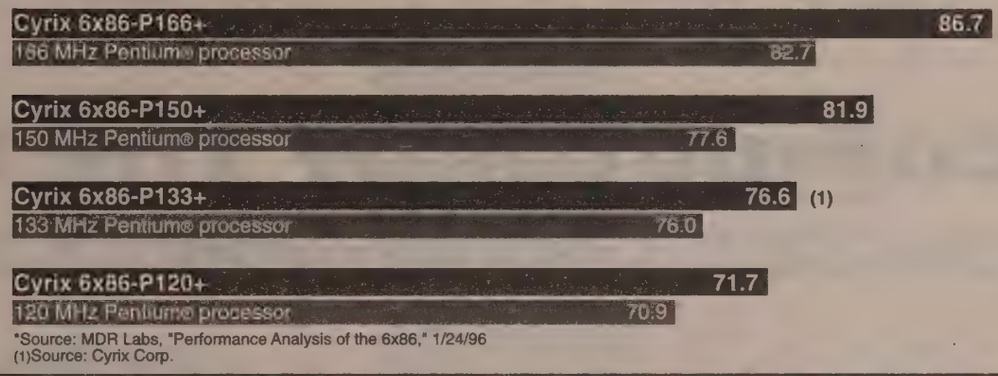
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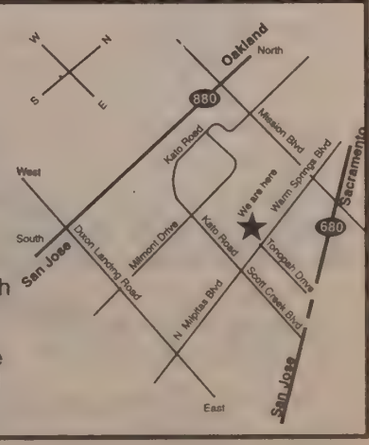

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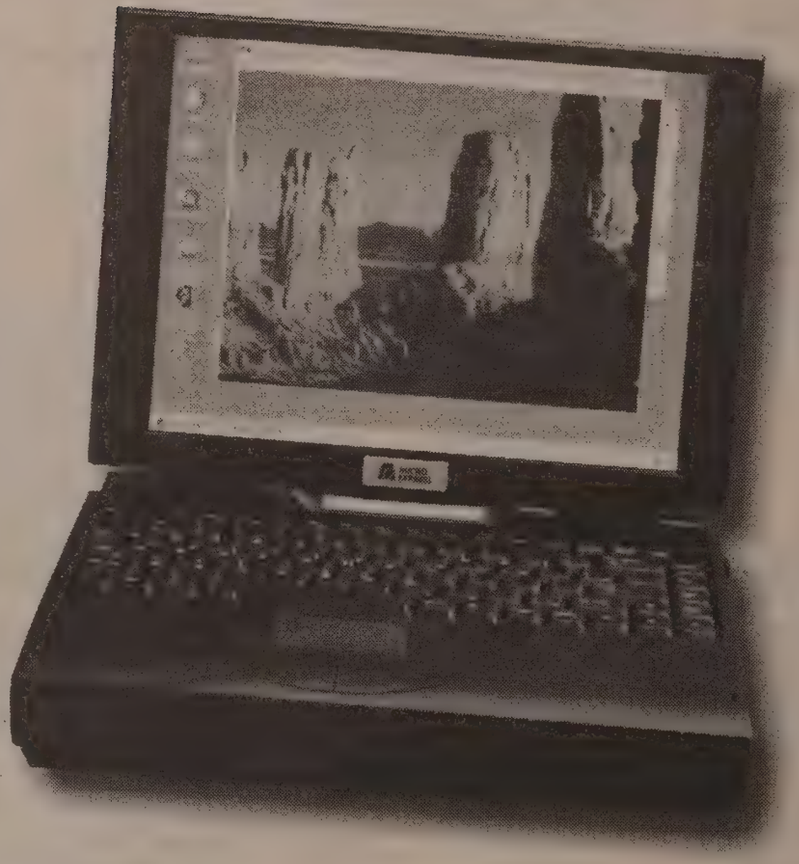
Computer Of The Month

Micro Express Notebook

While the large companies are often on the leading-edge of technological advances, the technology moves so rapidly that even the smaller companies are offering the same features within months, and often at a better price. This month, I examine the Micro Express NP133A notebook computer. This is a powerful system featuring a Pentium 133MHz processor, 16MB of RAM (which can be upgraded to as much as 48MB), a giant 1.3GB removable hard drive and a 6X CD-ROM drive. This notebook is a bit on the heavy side, but lots of features to fill up its 7.9 lb. box. It measures 9.1" x 11.8" x 2.1".



The NP133A has a huge 12.1" active matrix color display. This is large enough to work at all day, but if you require a larger display, you can easily attach an external monitor through the video port on the back. Although the internal LCD comes from the factory configured with a 640 x 480 resolution, it will produce a resolution of 800 x 600.

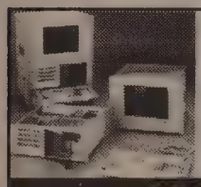
The built-in keyboard has a good layout, as do most of the notebooks coming to market these days. The makers of portables have finally learned that the Toshiba layout is the one to copy and while each company makes minor changes to this basic arrangement, today most of the machines pretty much conform to this pattern. The pointing device that Micro Express includes is a touchpad that works well. Still, users may prefer to attach a standard keyboard and conventional mouse. You can attach either a keyboard or a mouse through the PS/2 port on the back. If you want both mouse and keyboard, you will have to attach the mouse through the serial port.

The makers of portables have finally learned that the Toshiba layout is the one to copy and while each company makes minor changes to this basic arrangement, today most of the machines pretty much conform to this pattern.

I am particularly impressed by the battery arrangement of this portable. While most manufacturers use some type of proprietary battery pack, Micro Express uses a Duracell nickel metal hydride battery. This makes it easier and less expensive to replace the battery when the time comes. The NP133A comes with the nickel metal hydride battery pack ($150), but a lithium ion model ($495) is available. Of course the lithium ion batteries give longer performance between charges, so if you need the larger capacity, this is definitely a worthwhile option.

Despite its low price, this is definitely a multimedia machine. It comes standard

INDUSTRIAL COMPUTER · SYSTEMS



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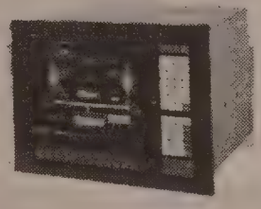
* Slide in and out keyboard
* 300W Power Supply and Cooling Fan

RACK SYSTEM w/KEYBOARD & MONITOR

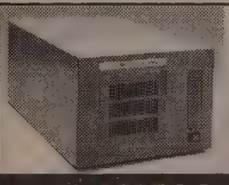


* 386, 486 or Pentium® system
* CRT, TFT & EL display option
* 9" 19" 14" mono or color monitor

NEMA 4/12 INDUSTRIAL WORKSTATION

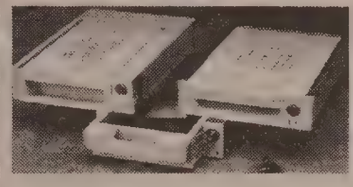
* 19" Rack Mount 20 slot enclosure
* Supports 20 full length plug-in cards
* Single or dual 300W UL P/S
* Dual 56 CFM fans and one 105 CFM fan w/removable air filter
* Shock-resistant brackets for HD/FD drive

RACK MOUNT ENCLOSURE



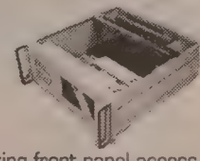
* Compact size for versatile panel or table mount
* Slot passive backplane or baby-AT M/B
* 150W Power Supply and Cooling Fan
* Drive bracket for mounting two 3.5" drives

WALL MOUNT ENCLOSURE



* Our hot swappable, removable disk drive modules are a must for any RAID system

REMOVABLE DISK DRIVE MODULES



* Locking front panel access
* AT M/B or 14 slot passive B/P
* Shock mounted drive bay
* Desktop version available
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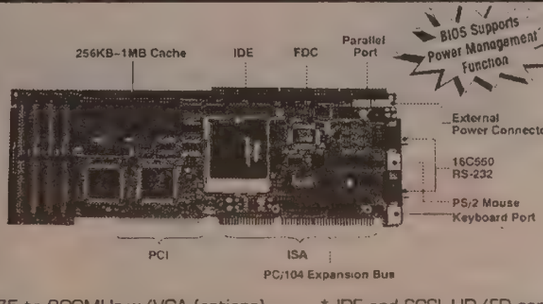
* 5.35 x 2, 3.5" x 3 drive bays
* ATX Motherboard enclosure available

LOW COST ENCLOSURE



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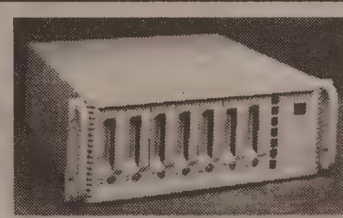
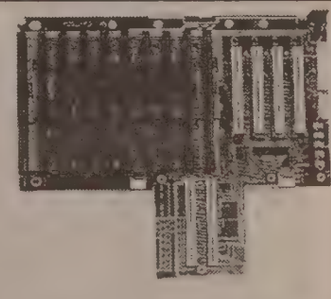
* PS/2 Mouse and keyboard
* Also available 386SX to 486DX4-100

SINGLE BOARD COMPUTER



* Heavy duty all-steel construction
* 8 exposed 5.25" drive bays, ideal for CD-ROM or RAID applications

RACK MOUNT RAID ENCLOSURE



* ISA,VLB, PCI backplane board
* Segmented backplane board

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Laptops *continued...*

with a microphone as well as speakers and a 16-bit sound card. You can attach external speakers for better sound reproduction through the port on the side. Likewise, microphone and earphone ports are included.

There are many ways in addition to the serial and parallel ports to transfer information in and out of the system. An infrared port, which is becoming increasingly popular, makes it possible to import and export from other computers or to a printer without the use of cables. In addition, there are two PC card slots. One is a Type II slot, which is set up as a Zoomed Video (ZV) slot. This means that with the addition of a ZV card, you can view full motion video and listen to CD-quality sound. The second PC card is a Type III slot. A fax/modem PC card comes standard with NP133A. I like this arrangement because you can remove the card if you have a more pressing use for the slot.

The packaging for the NP133A is rounded out by a carrying case and Windows 95. It comes with a two-year warranty and a thirty-day money-back guarantee. Technical support is available twenty-four hours a day, seven days a week. But breakdowns are rare because Micro Express burns in each machine for seventy-two hours before it is shipped. ■

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While most manufacturers use some type of proprietary battery pack, Micro Express uses a Duracell nickel metal hydride battery.

RESOURCES:

Micro Express NP133A Notebook, $2795
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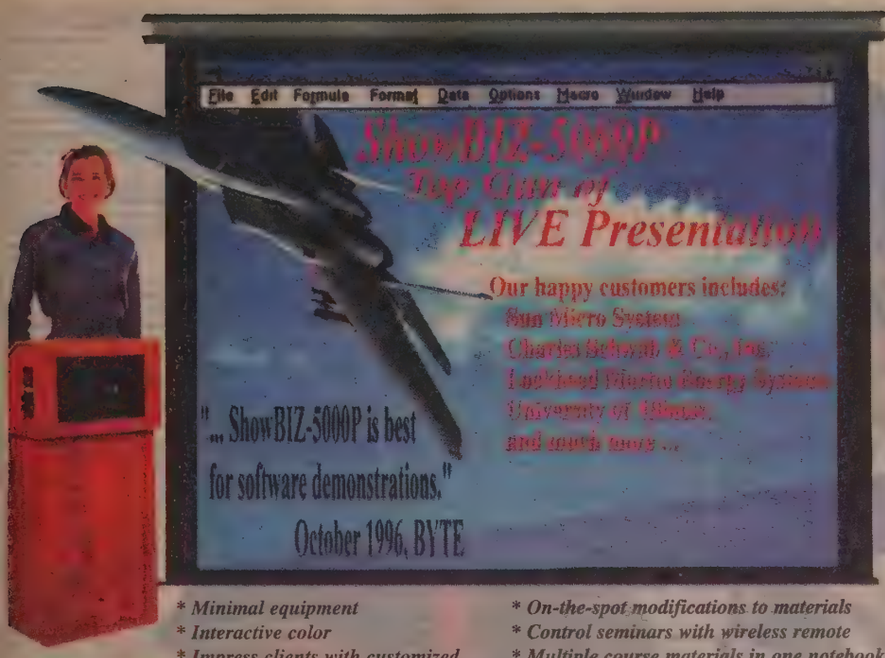
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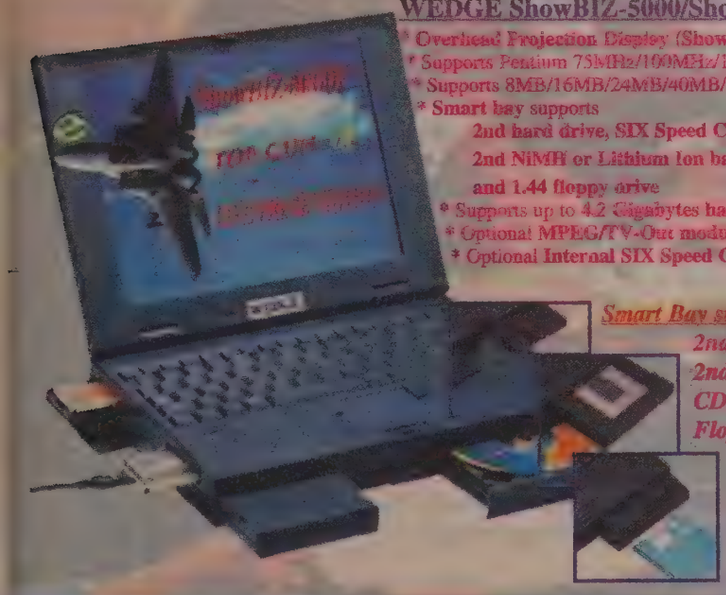

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E-Mail Address

E-mail address (continued)

Number of Employees
○ 1 to 10 ○ 50 to 100
○ 10 to 50 ○ Over 100

What is Your Purchase Time Frame?
○ 1 Week ○ 3 Weeks
○ 2 Weeks ○ 4 Weeks

Please Rank Your Choice
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(H) (L) Reseller (H) (L) Warranty
(H) (L) Onsite Support
(H) (L) Compatibles
(H) (L) Brand Name

To Be Used Where? ○ Business ○ Home ○ Network

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STEP ONE: PICK A SYSTEM.

○ PC COMPATIBLE ○ MACINTOSH
○ PC NAME BRAND ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference

Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices (1) (2) (3) (4) (5) (6) (7) (8) (9) 10 or More ○

My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

Call Me For A More Detailed Quote. ○ Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: SYSTEM CONFIGURATION:

○ INTEL ○ AMD ○ CYRIX ○ MAC QUADRA/PERFORMA ○ MACPOWER PC
○ PENTIUM PRO ○ PENTIUM ○ 486

CPU MHz & SPEED:
○ DX4 ○ DX2 ○ DX ○ 5X86 ○ 6X86 ○ Quadra ○ PowerPC
○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 80 ○ 75 ○ 66

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ 33600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE

○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ IDE ○ SCSI ○ External

CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

SPEED ○ 4X ○ 6X ○ 8X ○ 10x

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD ○ 16Bit ○ 32Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono ○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS:

○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS:

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NETWORKING • BY PETER JOHN HARRISON

The Digital Revolution Speeds Up

New Technologies Open Up High-Speed Access To Your LAN

One thing common to most computer users is their thirst for faster, bigger, and better computing power. Fortunately, ours has been a thirst that has been easily satisfied by ever-faster CPUs, bigger and more affordable hard drives, and falling computer memory prices. One area, however, where our power lust has been frustrated is in our drive for faster modems and telecommunication links for our computers and LANs.

The problem telecommunications users face is that the analog telephone lines we commonly use were designed to work with telephones from the time of the Great Depression, not the needs of the digital age. "Analog" phone lines are limited by something called Shannon's law, a formula that defines the absolute maximum bit rate you can pump through an analog telephone connection. Under Shannon's law, the theoretical maximum speed an analog modem can attain on a telephone line is about 36Kbps. Fortunately new technologies that do not use the decades-old operational maxim of the analog telephone are becoming available, and telecommunications links are about to join the long list of technologies that are not only getting faster, but cheaper as well.

Telecommunications links are about to join the LONG list of technologies that are not only getting faster, but cheaper as well.

ISDN

Leading the charge to faster communications links are ISDN (Integrated Service Digital Network) lines that provide a high-speed digital connection between your computer and the telephone company's digital communications network. ISDN's advantage is that it uses modern digital computer technology to transmit pulses of different voltages to represent the binary ones and zeros of the digital data stream, so Shannon's law does not apply. ISDN's digital technology allows it to carry two simultaneous telephone calls over the same phone line. When used to send data between two ISDN devices, you can combine these two logical telephone calls into a single 128Kbps (thousand bits per second) data connection that is several times faster than the best analog modem.

ISDN's advantage is that it is a high-speed, dial-up technology that is reasonably affordable, can be used for regular telephone and digital data calls, and is available today. I, for example, use a single ISDN line to service my "analog" business voice and fax/analog modem lines, as well as a high-speed data connection between my LAN and my Internet access provider. Because of ISDN's digital nature, I can talk on the phone or send a fax and use the Internet at the same time. Perhaps the nicest thing about ISDN is that it takes just moments to connect; making a connection to the Internet takes just four seconds instead of the almost half a minute it takes an analog modem.

Unfortunately, ISDN has won slow acceptance in the consumer marketplace. Initially this was due to complicated configuration procedures and higher equipment costs for ISDN terminal adapters, but modern ISDN adapters are much less expensive and are fairly easy to configure. These days the biggest barrier to potential ISDN customers is the prohibitively poor service most phone companies give to customers hoping to get an ISDN line installed. Of the two ISDN lines that serve my Newark, CA home, for example, one took five weeks to install, the other took seven—and both required close to a dozen otherwise unnecessary phone calls to Pacific Bell to inquire on the status of my order.

Cable Networks

The good news is new alternatives to the telephone company are on their way. The bad news is that the first one to arrive at your doorstep may well come from your area cable company, an industry that has a customer service reputation that makes the telephone company's look good. The hassle, however, may be worth it.

Cable modems can transmit and receive data at 10Mbps (million bits per second), eighty times faster than a "fast" ISDN line. These cable

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modem networks are starting to come online here and there around the country, and many major metropolitan areas in California and elsewhere around the United States will be getting cable modem service in the next year or two—at prices that make even dial-up modem accounts seem overpriced. At TCI in Fremont, for example, cable modem service costs just $35 a month, including the cost of the cable modem.

A nifty cable modem feature is that it connects to your computer using a standard Ethernet connection. LAN modems use Ethernet instead of the serial port connection used by regular modems, because even the fastest serial port on the market can not keep up with the 10Mbps data rate of a cable modem. The nice thing about connecting via Ethernet is that you can easily connect and share your cable modem with any computer on the LAN. The only restriction is that the cable modems that come with the $35 service can only "bridge" Internet traffic to one computer at a time, so only one computer can use the connection at a time.

ISDN's advantage is that it uses modern digital computer technology to transmit pulses of different voltages to represent the binary ones and zeros of the digital data stream.

The problem with the cable modem concept is that you can not control how your data connection is handled. If, for example, you want to use a cable modem connection to telecommute to work, your LAN at work has to allow connections to and from the historically insecure Internet, something that many network administrators consider a very bad idea. The cable modem concept also treats the entire cable television system like a big LAN, so while your connection to their network has a carrying capacity of 10Mbps, you have to share that 10Mbps with your neighbors on the neighborhood LAN. Another downside to cable modems is that unlike Internet access through standard modems and ISDN, which allow you to switch

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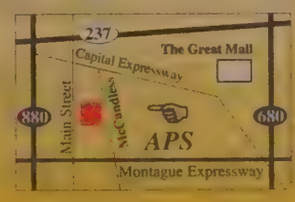

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from one Internet access provider to another if you do not like the service, you are stuck with the service provided by your cable company.

ADSL

As an answer to the cable company's push into Internet access, telephone companies are starting to deploy a technology called ADSL (Asymmetric Digital Subscriber Line), which addresses most of these concerns. ADSL is a high-speed communications technology that provides approximately 7Mbps of private transmission capacity that can connect directly to the Internet access provider of your choice, so you do not have to share your bandwidth. And because the phone company can conglomerate ADSL lines from multiple remote users into a single-frame relay or ATM connection to an employer, it makes an ideal medium for establishing secure telecommuting connections to an employer's LAN.

Another advantage of ADSL is, like ISDN, it uses the same type of wire used for analog telephone lines. Unlike ISDN, however, it is a broadband technology that can share the line with an existing analog telephone connection. This allows the telephone company to install ADSL without having to install new wire to a subscriber's home—a major advantage when many people live in housing developments that were built before it was common to have two or three telephone lines per household.

ADSL is currently being tested by most major telephone companies. Pacific Bell, for example, is running pilot ADSL programs in Palo Alto, San Ramon, and Danville this fall, and hopes to start rolling the technology out to major metropolitan areas late next year.

Perhaps the nicest thing about ISDN is that it takes just moments to connect; making a connection to the Internet takes just four seconds instead of the almost half a minute it takes an analog modem.

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Rockwell's New Chip-Set Takes Flight

There is one other exciting technology that promises to make higher-speed remote connections to a LAN. Recently Rockwell International, which makes the electronic brains that many modem manufacturers use to assemble their modems, announced a new high-speed technology that will allow dial-up modem users to get around the limitations of Shannon's law. The Rockwell technology takes advantage of the fact that many Internet access providers and other "central site" locations use digital

Cable modems can transmit and receive data at 10Mbps (million bits per second), eighty times faster than a "fast" ISDN line.

ISDN technology to connect to the telephone network, eliminating one analog-to-digital translation in the mostly digital telephone network. This allows the Rockwell chip-set to manipulate the way that the telephone company translates the digital signals they use to transmit telephone calls between their switching centers into the analog signals that regular telephone lines use, and treat an analog connection very much like a real digital one. The net result is that this new technology can achieve speeds of 56Kbps over regular telephone lines, and allows mobile computer users and people who live in areas not served by ISDN, cable modems, or ADSL to join the high-speed communications revolution. ■

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RESOURCES:

For more information on ISDN, see OCN's ISDN Infocentre: URL: *http://isdn.ocn.com/*

For more information on ADSL, see the ADSL Forum home page: URL: *http://www.adsl.com/*

For more information about cable modems, see LAN City's home page: URL: *http://www.lancity.com/*

For more information on the cable company's Internet service, see the @Home home page: URL: *http://www.athome.net/*

For more information about Rockwell International's new hybrid modem technology, see their FAQ (Frequently Asked Questions) page: URL: *http://www.nb.rockwell.com/mcd/56kmodem/QA_56kbps_external.html*

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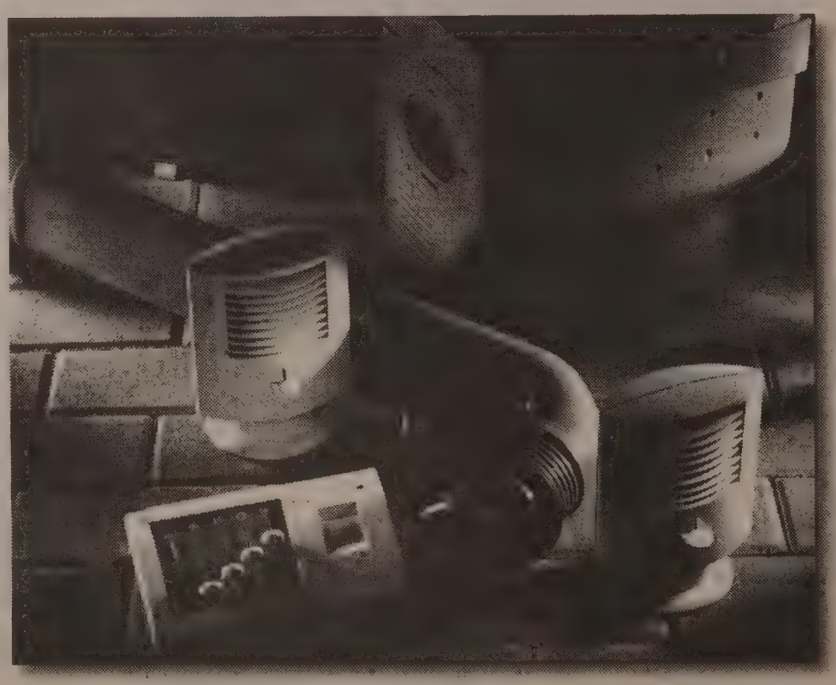
TELECOMMUTING • BY ROBERT MOSKOWITZ

Workplace Of The Future—Telecommuting At The Office

Redesigning The Office To Replicate The Telecommuter's Environment

While thousands of employers stubbornly cling to existing modes of work, the forces that will inevitably change both the workplace and the way we work have already been unleashed on an unsuspecting world.

According to futurists Ronald A. Gunn and Marilyn S. Burroughs, for example, the influx into the workforce of younger "Generation X" people who are used to more modern ways of living, thinking, and acting will cause workplaces to be redesigned more along the lines of college campuses. They suggest we get ready to work amid multiple televisions, industrial grid ceilings, and overstuffed chairs and couches that can quickly be re-arranged to facilitate group discussions, brain storming, and ad hoc work groups.



It's undeniable that most modern workplaces have extended their long-term evolution away from hierarchical arrangements of closed-off offices, and toward flexible combinations of common areas and individual workspaces. Increasing numbers of office areas are now being set up to support a working pattern in which people spend most of their time and do much of their collaborative thinking and talking in the common areas. Only for brief periods of intense concentration on a particular task do they retreat to a private space they can close off from others.

One interesting sign of these times is an office furniture system called Personal Harbors from Steelcase. Each Personal Harbor is a compact, integrated, one-person workstation that can be closed off for privacy, or opened onto a central meeting area to facilitate communication within a work group. Each one occupies only 48 square feet, and is almost 90 inches high, with acoustic baffling, adjustable work surfaces, and translucent, not transparent, window panels. It includes lockable file and personal drawers, mechanisms for fan control and light dimmers, phone-mounting hardware, and even an optional CD sound system. So far, sales have been brisk, and companies using the Personal Harbors system appear to be extremely well-satisfied.

Another new concept comes from Johnson Controls. Its Personal Environment Manager system, when installed in a large office, allows individuals to control the temperature, fresh air, and noise level in and around their workstations.

The driving force behind this philosophy of workspace redesign is to allow greater flexibility and individual control over contact with others—the precise conditions that telecommuters find so valuable when working from outside the main office.

As a *Business Week* article recently described it, "Work anywhere, anytime is the new paradigm. Your car, your home, your office, even your client's office. Work alone, coupled, teamed. Work in real space or cyberspace. It amounts to a massive disaggregation of work, spinning outside the walls and confines of the traditional office." ("The New Workplace," April 29, 1996).

In effect, the redesign and reconfiguration of workspaces and work at the office are partly an attempt to replicate the same kind of productivity and morale gains already demonstrated so convincingly by today's telecommuters.

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Telecommuting *continued...*

Consultants and designers are hoping to capitalize on the triumphs of telecommuting and extend the telecommuting paradigm seamlessly into more of the organization's activities, all the way up to headquarters and the executive suite.

Among the many things telecommuters have successfully proven is that much of today's work can be "deconstructed" into individual elements, accomplished by various individuals working at separate times and locations, then reassembled again into a finished deliverable with great savings in time, effort, and expense.

This "deconstruction" of work is facilitated by the advent of modern telecommunications technologies—including faxes, voicemail, email, cell phones, computer networks, various forms of conferencing, the Internet, electronic whiteboards, "groupware," and satellite links.

As people become more comfortable with various combinations of these and other devices, they are actively discarding the traditional patterns of how to work. That's one big reason organizations are finding it more and more practical—and profitable—to divorce activity and work from specific locations. Many insurance and other data-intensive organizations, for example, have saved millions of dollars by setting up systems in which keypunching of data is done in one facility, processing in another, and printing in yet a third.

This is just the start of a new wave of work realignment.

In Europe, programming teams who work in Scandinavia are looking into the possibility of moving en masse to Austria or even farther south for the winter months. After completing a long workday, they'll be able to go outside and find themselves in warm, sunny Barcelona instead of frozen, dark Oslo. Such a move will allow them to avoid the cold weather and shortened days without missing deadlines or sacrificing productivity.

Work can also be transported by telecommunications for other purposes. Microsoft, for example, reportedly had teams working around the world on its latest Windows offerings. By shifting each team's daily work-products and progress to the next team's location, the company has essentially created a round-the-clock workplace that greatly speeds overall development and testing of final products.

In the future, it'll become standard operating procedure to hook together specialized individuals and teams into ad hoc task forces without the slightest regard to their geographical locations. And from the opposite point of view, it'll be just as routine for people to shift their geographical locations without any disruption of one's participation in work teams and ongoing projects.

This reorganization and redesign of work is having other consequences. At one time, for example, bricks and mortar were an organization's second biggest expense (after payroll). But study after study shows that fixed desks normally remain unoccupied as much as 50% to 80% of the work week. It's therefore not surprising that managers have begun to wonder why they should be saddled with the cost of

continued on page 70

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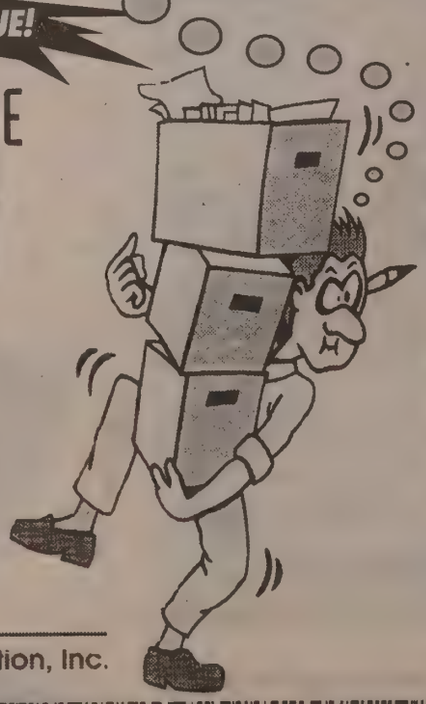

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Telecommuting *continued from page 66*

renting or buying, heating, lighting, furnishing, and cleaning so many under-utilized workspaces, together with all the accompanying parking lots, bathrooms, and other people-support facilities.

Driven by economic concerns, companies are moving rapidly toward a leaner structure in which they spend far less on real estate and facilities, and far more on information technology.

Of course, the vast majority of employees must still spend some time on the company's premises. This gives rise to the issue of how to support telecommuters and other workers who spend most of their time out of the office, on days when they do come in.

One increasingly popular method is to shuffle them into one of many interchangeable workstations. Like rooms in a hotel, these support facilities are made available on a first-come, first-served basis. Each one offers the basic necessities of office life: a phone, a desk, a chair, some shelves and filing cabinets, and a permanent desktop computer or a generic hook-up for a laptop. All you need to add is the individual and his or her information.

Ernst & Young is just one of many large firms finding that telecommuting and the "hoteling" of office space for telecommuters on days when they work in the office can form a sensible and effective business strategy. Under the E&Y system, employees can reserve a meeting room or office when and where needed. When they arrive, they find the "concierge" has put their name on the door of their assigned office, left any supplies they requested, and even displayed a family photo on the workstation's computer screen.

The driving force behind this philosophy of workspace redesign is to allow greater flexibility and individual control over contact with others—the precise conditions that telecommuters find so valuable when working from outside the main office.

The results are extremely favorable. For example, if only half your workforce telecommutes just one day a week, learning to "hotel" your office space allows you to cut the cost of bricks-and-mortar, heating, ventilating, air conditioning, parking, utilities, and all the rest by as-

continued on page 200

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UNIX • BY BENNETT FALK

Errata And Other Facts Of Life

More On The End Of Time And Beyond

Last month this space featured a column composed (under the influence of massive doses of butterfat) in various rustic French hotels during a meandering, much-needed vacation.

For the unwary, last month's column was about three things: the Disneyland Hotel at EuroDisney, the "Year 2000 Problem," and the UNIX notion of the "End of Time."

Writing on vacation is more fun (and more dangerous) than you might expect. Now that the vacation is over and the hard-won equanimity has evaporated, it's time to set straight a few issues raised in last month's column. Fortunately, some of this was anticipated in a few "questions for further study" that appeared last month.

1. Is there an official "Year 2000 Compliance" program or standard?

The current wave of interest in the Year 2000 Problem was sparked by Peter de Jager's article titled "Doomsday" which appeared in the September 6, 1993 issue of ComputerWorld.

Standards bodies don't generally concern themselves with problems in existing systems, so don't waste a lot of time looking for the ANSI Committee for the Year 2000.

There is, however, a lot of interest in the "Year 2000 Problem," and there is no shortage of Web pages, conferences, and consultants devoted to the topic. Peter de Jager maintains a Web site (*http://www.year2000.com*) which provides current information about the issues involved.

The closest thing to a concerted standards effort thus far is from the US government's General Services Administration (GSA). Visit their Web Year 2000 Information Directory at *http://www.itpolicy.gsa.gov/library/yr2000/y201toc1.htm*.

The GSA's effort is focused on two things: consciousness-raising and articulating the requirements for new systems purchased between now and the end of the millennium. Because the US government purchases a lot of computers and software, these purchasing requirements will become a fairly powerful de facto standard.

There is, however, a **lot** of interest in the "Year 2000 Problem," and there is **no shortage** of Web pages, conferences, and consultants devoted to the topic.

2. What is known about dates wrapping around from 1999 to 1980 on DOS and Windows machines?

According to the Year 2000 FAQ (*ftp://www.year2000.com/pub/year2000/y2kfaq.txt*), this is a BIOS problem. Some BIOS implementations exhibit the problem and some don't. (By the way, the one Macintosh I tested behaved correctly.)

You should be aware that setting the system clock to 1980 (which happens when a system fails to roll over into the new millenium properly) can cause problems for time-sensitive software (such as beta versions of Windows 95). Windows 95 itself is capable of handling dates through 2099. Other Microsoft products have different date limits, but all are capable of handling dates well into the next millenium.

3. What is the actual UNIX End of Time date (GMT)?

The actual end of time is Tues Jan 19 03:14:07 2038.

Last month's column reported the end of time to be Fri Feb 5 03:12:44 2038. A careful review of the handwritten calculations shows that after scrupulously tallying up the number of leap days (seventeen) between the Epoch (the original name for the beginning of time: 1/1/70) and the End of Time (2,147,483,648 seconds later), I forgot to adjust the date accordingly. This is so embarassing that I haven't bothered to track down the other eighty-three seconds.

Listing 1 contains a simple C program that will print the clock time represented by any long integer. The salient features of the program are: include the header file "time.h"; declare a variable (named "nsecs" in this example) of type "time_t" and set that variable to the num-

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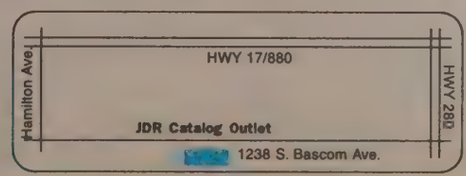

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ber of seconds you're interested in; use the "gmtime" function to find the date and time represented by your variable and the "asctime" function to turn gmtime's output into an ASCII string that can be printed by "printf".

```
#include <time.h>
#include <stdio.h>

main()
{
      time_t nsecs =
2147483647;
      printf("%ld %s\n", nsecs,
asctime(gmtime(&nsecs)));
}
```

LISTING 1

4. What happens when you ask a UNIX machine to calculate a date more than 2,147,483,648 seconds after the beginning of time? Does it wrap around? Does it return an error? If so, what?

This is the really interesting part. The number of seconds since the Epoch on most UNIX machines is held in a structure named "time_t" which is defined (on 32-bit machines) as a single long integer (32 bits).

What you may not have expected is that this is a "signed" long, which means that only thirty-one of the bits are available for representing the number of seconds. The thirty-second bit simply indicates whether the other thirty-one bits are a positive or negative number. The range of allowable values for a signed long is -2,147,483,648 to 2,147,483,647. Remember that zero is a legal value.

The practical significance of this is that adding 1 to 2,147,483,647 simply flips the sign bit and produces the value -2,147,483,648, and this negative number can be converted into a date. Counting backward from the Epoch by that many seconds will land you at Fri Dec 13

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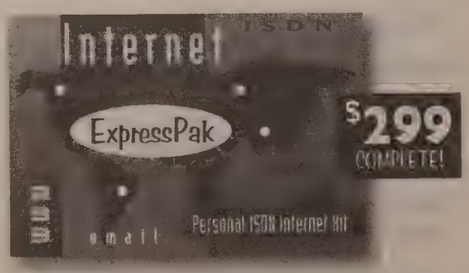

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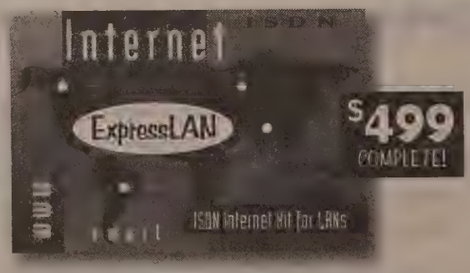

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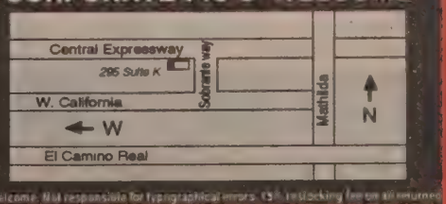

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20:45:52 1901 GMT, and at the End of Time, the clocks on 32-bit UNIX machines will roll over to this date. (The program in Listing 1 could be modified to illustrate this by incrementing the "nsecs" variable and printing the resultant date and time.)

5. Have the 64-bit UNIX implementations already extended the end of time? What is the date for the end of time if the system can count 64 bits worth of seconds?

Surprisingly, the one 64-bit system tested (a DEC Alpha) has not. This system supports 64-bit long integers, but the time_t structure has been defined as an integer (32 bits) and not a "long," so for the time being, 64-bit systems work with the same End of Time as 32-bit systems.

And that, at least until 1999, is enough about that. ■

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You should be aware that setting the system clock to 1980 (which happens when a system **fails** to roll over into the new millenium properly) can cause problems for time-sensitive software (such as beta versions of Windows 95).

For Further Information

Peter de Jager's Year 2000 Web Site
URL: *http://www.year2000.com*

The GSA's Year 2000 Information directory:
URL: *http://www.itpolicy.gsa.gov/library/yr2000/y201toc1.htm*

The Year 2000 FAQ:
URL: *ftp://www.year2000.com/pub/year2000/y2kfaq.txt*

Microsoft's article about its testimony before Congress on the Year 2000 Problem:
URL: *http://www.microsoft.com/cio/year2000final.htm*

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*MAXOPTIX T-4	2.6 GB	$1787
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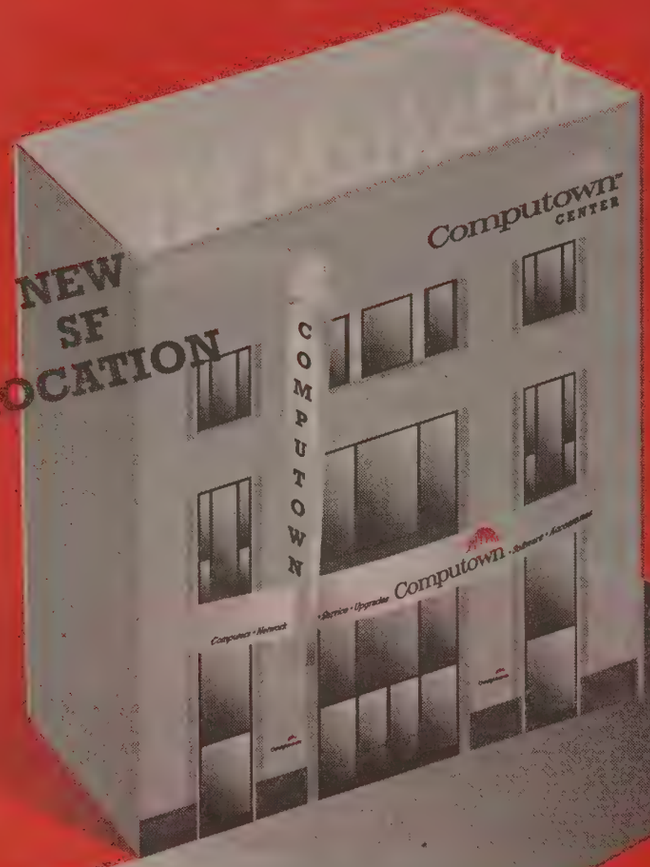

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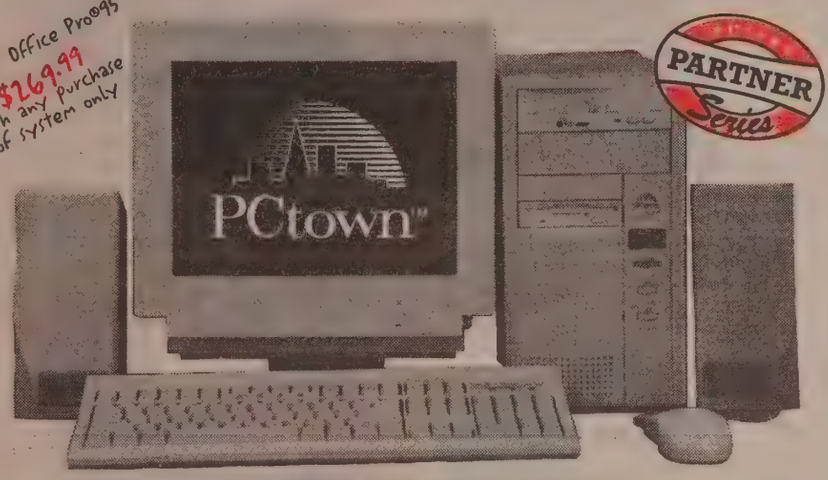

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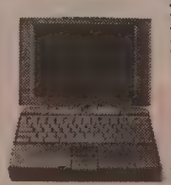

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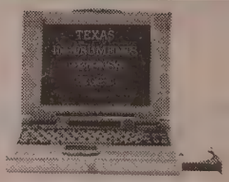

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560(12.1"Active Color Display)			
2640E0A	120MHz Pentium®	8MB/810HD	*CALL
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IBM® ThinkPad® 760ED
- 133MHz Pentium® Processor
- 16 MB RAM exp to 72 MB
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- 12.1" TFT Screen
- 3 Years Warranty

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Compaq Armada 1120T
- 100MHz Pentium® Processor
- 8 MB RAM exp to 24 MB
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Compaq Armada 4110
- 100MHz Pentium® Processor
- 8 MB RAM exp to 40 MB
- 810 GB HD
- PCMCIA slots
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- Optical Trackball
- 11.3" Dual Scan Color Display
- 3 Years Warranty

Part# 217900-001

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Compaq LTE 5380
- 133MHz Pentium® Processor
- 16 MB RAM exp to 72 MB
- 2.1 GB HD
- 4XCD optional
- 2 PCMCIA slots
- 12.1" Active Color Display
- TrackPoint Mouse
- 3 Years Warranty

Part# 242300-009

SPECIAL PRICE

Part#	RAM HD	Display	Your Price
LTE 5280(11.3"Active Color Display)			
242150-008	120MHz Pentium®	16MB/1.3GB	*CALL
LTE 5300(12.1"Active Color Display)			
241900-008	133MHz Pentium®	16MB/1.38GB	*CALL

digital™

Digital Highnote Ultra II Subnotebook
- 133 MHz Pentium® Processor
- 16 MB RAM
- 1.3GB HD
- 16-bit Audio
- 11.3" Active Matrix Display
- 3 Years Warranty

Part# FR-P8EWG-AA

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Fujitsu Monte Carlo Notebook
- 133 MHz Pentium® Processor
- 16 MB RAM
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- 6X CD-ROM Drive
- 12.1" Active Matrix Display
- 3 Years Warranty

Part# FPC070011

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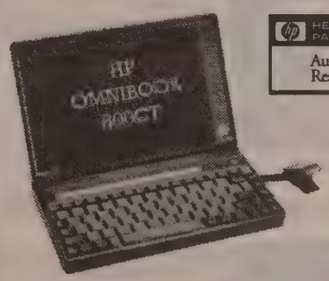

HP Omnibook 800CT Notebook
- 133 MHz Pentium® Processor
- 16 MB RAM exp to 40 MB
- 1.4 GB HD
- Pop-up mouse
- 10.4" Active Matrix Display
- 3 Years Warranty

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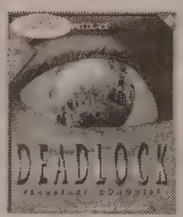

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Deadlock Planet Conquest
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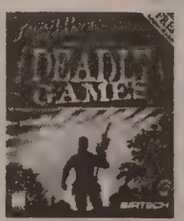

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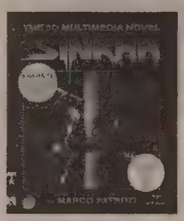

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for Mac®/PC
CD-ROM
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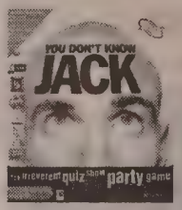

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Adobe PostScript

Mac OS

Energy Star EPA POLLUTION PREVENTER

TEKTRONIX® PHASER™ 550
Color Laser Printer

- 1200 dpi or 600 dpi
- 6 ppm (color), 14 ppm(b/w)
- 8 MB RAM exp to 72 MB
- 32 MHz RISC processor
- Adobe PostScript™ level 2 & HP-GL
- Optional Ethernet, TCP/IP, Token ring support
- Letter & legal size paper

TEKTRONIX® PHASER™ 440
Dye-Sublimation Printer

- 300 dpi continuous tone
- 16 MB RAM exp to 64MB
- Adobe PostScript™ level 2
- 24MHz RISC processor
- Letter & Letter Extra Size
- Optional Ethernet

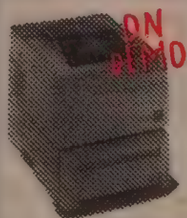
TEKTRONIX® PHASER™ 340P
Color Printer

- 600x300 dpi, 69 fonts
- 32 MHz AMD 29030 RISC processor
- 24 MB RAM
- Adobe PostScript™ level 2
- Job pipeline feature
- Plain paper Phase-change printer

TEKTRONIX® PHASER™ 300i
Phase Change Printer

- 300 dpi plain paper Phase-change
- Adobe PostScript™ Level 2
- 24 MHz AMD 29000 RISC processor
- 10 MB expandable to 22 MB
- 4 x 6" to 12 x 18" media sizes
- Maximum print area 11.6 x17.6"

TEKTRONIX® PHASER™ 240i
Thermal Wax Printer



- 300 dpi exp to 600x300 dpi
- Speed: 2 pages per minute
- Adobe PostScript™ Level 2
- AMD 29000 RISC processor
- 5 MB expandable to 21 MB

OKIDATA

Okidata Okipage 4W Printer
- Laser quality printer
- 4 ppm
- 5 years limited warranty on LED printhead

Part# C161001

$299.99

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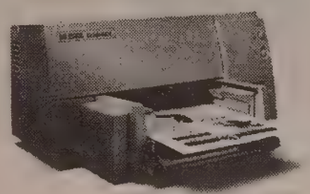

HP Deskjet 870CXi Printer
- 8 PPM
- 600 dpi
- Mac & PC compatible
- 1 Year Warranty

Part# C4555A

$469.99

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Part#	Description	Resolution	Your Price
Deskjet for IBM® compatible			
C2633A	Deskjet 320CM	600x600	$299.99
C2642A	Deskjet 400	600x600	$199.99
C4549A	Deskjet 680C	600x600	$299.99
C4531A	Deskjet 820CXi	600x600	$379.99
C3540A	Deskjet 1600C	600x600	$1299.99
C3541A	Deskjet 1600CM	600x600	$1869.99

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HP DeskWriter 680C Printer
- 5 PPM
- 600 x 600 dpi
- 3 Year Warranty

Part# C4550A

$299.99

HP PRINTERS SUPPLIES

Part#	Description		Your Price
HP DeskWriter for Macintosh® compatible			
C3279A	Deskjet 340 Printer	Mac Adapter	$32.99
51633M	DeskJet/DeskWriter 310/320	Black	$31.99
51626A	DeskJet/DeskWriter 500	Hi-capBlack	$26.99
51625A	DeskJet/DeskWriter 500	Color	$31.99
51629A	DeskJet/DeskWriter 660	Hi-capBlack	$26.99
51649A	DeskJet/DeskWriter 660	Color	$31.99
HP LaserJet Supplies		**Yield**	
92274A	LaserJet 4L/4P/4MP	2-3K pages	$69.99
C3903A	LaserJet 5P/5MP	2-3K pages	$89.99
92298A	LaserJet 4M/4Mplus	2-3K pages	$109.99
HP LaserJet Supplies		**Option**	
C2970A	DeskJet Fax Printer Pal	Fax	$149.99

HP LaserJet 5L/FS Printer *After Rebate
- Up to 6 PPM
- 600 dpi
- 100 sheet paper tray
- 26 scalable fonts

Part# C3941A

$399.99*

Part#	Description	Resolution	Your Price
LaserJet for IBM® compatible			
C3980A	LaserJet 6P	600dpi	$799.99
C3941A	LaserJet 5L/FS	600dpi	$429.99
C3150A	LaserJet 5P	600dpi	$829.99
C3141A	LaserJet 4V	600dpi	$1869.99
LaserJet for Multiple Platform			
C3916A	LaserJet 5	600dpi	$1269.99
C3917A	LaserJet 5M	600dpi	$1699.99
C3155A	LaserJet 5MP	600dpi	$969.99
C3142A	LaserJet 4MV	600dpi	$2669.99
C3961A	Color LaserJet 5	1200dpi	$5599.99
C3962A	Color LaserJet 5M	1200dpi	$6999.99

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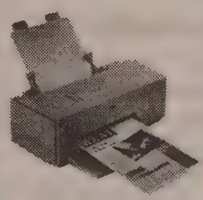
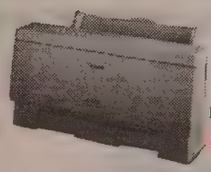


Stylus Color 500 Inkjet Printer
- 720x720dpi photo quality color
- Fast text and color printing

Part# C198011

$279.99

Canon®



Canon BJC-240
- 360 dpi for laser-quality graphics
- Printing speeds rival 4 ppm laser
- 100 sheets or 15 envelopes
- EPA "Energy Star" compliant

Part# Q30-1770-US1

$189.99

Part#	Description	Resolution	Your Price
Canon Printers			
Q30-1320-325	BJC-30	720x360	$269.99
Q30-1770-USI	BJC-240	720x360	$189.99
Q30-1960-USI	BJC-4200	720x360	$279.99
Q30-1612-USI	BJC-610	720x720	$419.99

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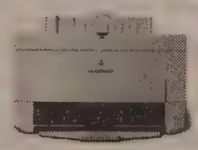

Apple® Color StyleWriter® 2500
- 3 - 4PPM
- 360x360 dpi
- TrueType® fonts
- High speed serial

Part# M4236LL/A

$369.99

Part#	Description	Resolution	Your Price
Apple® StyleWriter® Printers			
M3474LL/A	Apple® Color StyleWriter® 2200	360dpi	$379.99
M4236LL/A	Apple® Color StyleWriter® 2500	360dpi	$369.99
M1936LL/A	Apple® Color StyleWriter® Pro	360dpi	$399.99

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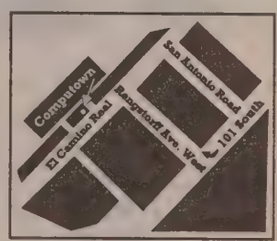

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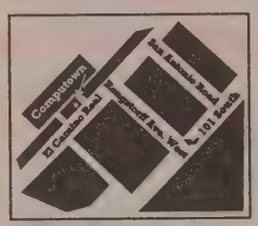

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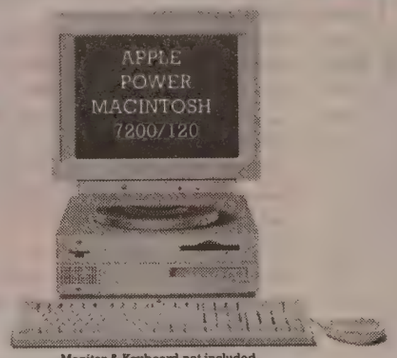

Monitor & Keyboard not included

Apple® Power Macintosh® 7200/120

- PowerPC™ 601/120 MHz
- 16 MB RAM expandable to 256 MB
- 1.2GB HD
- 8X CD-ROM Drive
- 1MB VRAM expandable to 4 MB

Part#M4628LL/A

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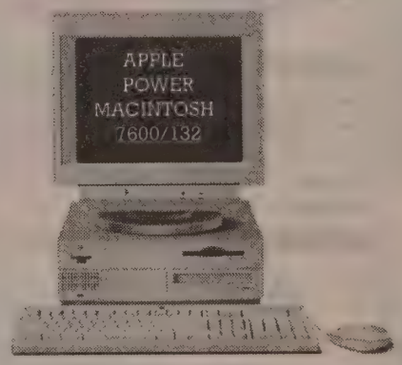
Part#	Description	RAM HD	Your Price
7200 SERIES			
M4628LL/A	PowerPC™601/120MHz	16MB/1.2GB	$CALL*



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Apple® Power Macintosh® 7600/132

- PowerPC™ 604/120 MHz
- 16 MB RAM expandable to 512 MB
- 1.2GB HD
- 8X CD-ROM Drive
- 2MB VRAM expandable to 4 MB
- 24-bit Video input

Part#M5346LL/A

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Part#	Description	RAM HD	Your Price
7600 SERIES			
M5346LL/A	PowerPC™604/132MHz	16MB/1.2GB	$CALL

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Apple® Power Macintosh® 8500/150

- PowerPC™ 604/150 MHz
- 16 MB RAM expandable to 512 MB
- 1.2GB HD
- 256K level-2 cache
- 8X CD-ROM Drive
- 2MB VRAM expandable to 4 MB
- 24-bit Video input/output

Part#M5347LL/A

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Part#	Description	RAM HD	Your Price
8500 SERIES			
M5347LL/A	PowerPC™604/150MHz	16MB/1.2GB	$CALL*
M5349LL/A	PowerPC™604e/180MHz	32MB/2GB	$CALL*

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Apple® Power Macintosh® 9500/200

- PowerPC™ 604e/200MHz
- 32 MB RAM expandable to 512 MB
- 2GB HD
- 512K level-2 cache
- 8X CD-ROM Drive
- 2 MB VRAM expandable to 4 MB

Part#M5397LL/A

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Part#	Description	RAM HD	Your Price
9500 SERIES			
M5397LL/A	PowerPC™604e/200MHz	32MB/2GB	$CALL*
M5399LL/A	PowerPC™604e/180MHz	32MB/2GB	$CALL*

Apple® Macintosh® Performa® 6400

Performa

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Apple® Macintosh® Performa® 6400/200

- PowerPC™ 603e/200 MHz
- 16 MB RAM exp to 136 MB
- 2.4GB HD
- Internal 8x CD-ROM Drive
- 16-bit stereo sound, integrated subwoofer and headphone jack
- Built-in SRS™ 3D Surround Sound Enhancement/28.8 Fax

Part#M5168LL/A

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Apple® Macintosh® Performa® 6400/180

- PowerPC™ 603e/180 MHz
- 16 MB RAM exp to 136 MB
- 1.6GB HD
- Internal 8x CD-ROM Drive
- 16-bit stereo sound, integrated subwoofer and headphone jack
- Built-in SRS™ 3D Surround Sound Enhancement

Part#M5167LL/A

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Apple® Macintosh® Performa® 6300CD

- PowerPC™ 603e/100 MHz
- 16 MB RAM/1.2 GB HD
- Quad Speed CD-ROM Drive
- 28.8 bps Fax/Modem

Part#M4425LL/A

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Apple® Macintosh® Performa® 6320CD

- PowerPC™ 603e/120 MHz
- 16 MB RAM/1.2 GB HD
- Quad Speed CD-ROM Drive
- 28.8 bps Fax/Modem

Part#M4957LL/A

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OS/2 • BY FABIAN PASCAL

OS/2 Turns 4

Merlin, The Latest Warp

Did you know that IBM launched Warp 4.0, aka Merlin? And that they actually did it in San Francisco on September 25? No? Well, neither would I, had it not been for the Bay Area OS/2 User Group emailing me about it a week prior to the event.

Checking with my IBM media contacts, I was informed that I was "on the list" and I should expect the invitation "any day." When, two days prior to the event, I still did not receive it, I had to contact IBM again and this time they overnighted it, so that it reached me just one day before the event.

The launch at Moscone Center was attended by several hundred people and, frankly, I prefer not to talk about it, but rather focus on the product. I got a copy and hurried back, ready to install it, so that I could write something about it in time for this column—the last for 1996.

Documentation and Support

Warp 4.0 comes on three installation diskettes and two CDs: one for the system (which includes the BonusPak), one for device drivers not included with the system. There are also application sampler and LotusNotes Mail CDs.

I considered installing 4.0 separately from 3.0, so as not to disrupt the operation of the latter, but I decided to test the upgrade option first (see the conclusion before you do that, though).

I have two SCSI hard drives—a 232MB Quantum and a 1GB HP. The first is dedicated to OS/2 and applications. I managed to install a base 3.0 configuration in about 27MB, so I set the system partition at 40MB, leaving about 13MB for system upgrades. I needed to know whether that was enough for the upgrade to 4.0 and also whether the new version would preserve the customization done to the old version.

The manual for 3.0 was hardly much, but the one for 4.0 has practically disappeared. It is actually thinner than the one for Windows 95, if that is possible. There's not one word in it about upgrading. I searched the three diskettes and CD-ROM and found two README files on the latter, neither of which discussed those two specific issues. There are full and upgrade versions of the 4.0 package, but they both look identical in content.

Even the base configuration has grown considerably. There are quite a few new components, and the revised user interface requires some getting used to. Expect some learning curve.

So I called IBM support. You get thirty days of free support from an 800 number, after which you need to purchase a support contract. You can obtain support via the Web, but the (extensive!) Net aspects of Warp 4.0 are very unclear to me yet, so I will reserve comments.

After the usual waits—for a rep to answer, take my information and route me to a free technician, about ten minutes in all—I got through. With regard to preserving customization, I was told that at some point during the installation I would be prompted for migration of my current configuration. (Note, however, that this does not necessarily include customization.) It was not easy to find out the difference between the two packagings. After being on hold for a while, I was told that the upgrade version expects to find OS/2 installed and won't work otherwise (but it actually does!).

With respect to space requirements, I was told that a full install would take 350MB. No, I said, I need to know the *minimal* requirement for the most basic configuration. The person could give me only the requirements of the various components. He checked with a person "in the know" and was told that the "base system" takes 150MB. Given that 3.0 was about 27MB, that did not make sense. It was admitted that the information is really not available, so trial-and-error it is.

Upgrading

After the third diskette, I was informed that the installation requires at least 100MB of free space. It would be nice to know this after the first diskette, but at least now I knew the minimal requirement.

Note, however, that this is the minimum for the *installation* —it copies all sorts of temporary files to your hard disk—and OS/2 itself may well end up taking less or more, depending on the components you choose to install.

OS/2 *continued...*

So I booted Warp 3.0 from diskette and used PartitionMagic to resize and move partitions, so that I ended up with the OS/2 system partition at 129MB. I then reinitiated the upgrade. This time it proceeded by copying all the necessary files to the hard disk and rebooting the system.

The advanced installation option then goes through the usual hardware and software selective configuration. All the drivers for all my hardware components were recognized, including the installed HP DeskJet 855C printer. The video was preset at VGA, but I could select the Imagine128 driver from the list left over from its 3.0 installation (but see below).

By leaving out certain components, you can save considerable space (you can add them if and when you need them). For example, I saved about 10MB on Assistance Center (documentation) components and 24MB on VoiceType (nice for people with disabilities or, perhaps, some novices, but I passed; it also requires 32MB of RAM). I also passed on OpenDoc, WinOS2, Multimedia and the BonusPak.

At this point the installation allows you to ask to (a) add your existing programs to the desktop; (b) migrate the existing configuration files with the new; and (c) edit the migrated files.

The manual for 3.0 was hardly much, but the one for 4.0 has practically DISAPPEARED. It is actually thinner than the one for Windows 95, if that is possible. There's not one word in it about upgrading.

Next come a series of new connectivity components for LAN and dial-ups, with which WarpConnect users ought to be familiar. Only the TCP/IP service is necessary for dial-up Net connections. It needs to be configured with the IP and submask address and the domain of your provider. The LAN adapter is set to No Network Adapter.

All the hardware drivers were dutifully installed, except for the video. I checked the Driver Pak CD, and Number 9 has not made its drivers available for 4.0. Lesson one: if your driver is not built into 4.0, you end up with a VGA configuration and will need to post-install the driver either from the Driver Pak CD, or from vendor diskette(s), following the respective instructions. For example, the driver for my Imagine128 card installed smoothly from diskette; the Diamond Stealth 64 driver needs to be extracted from the CD, put on diskette and installed, and requires some DLL UNPACKing.

continued on page 90

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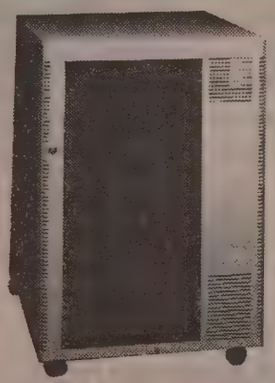

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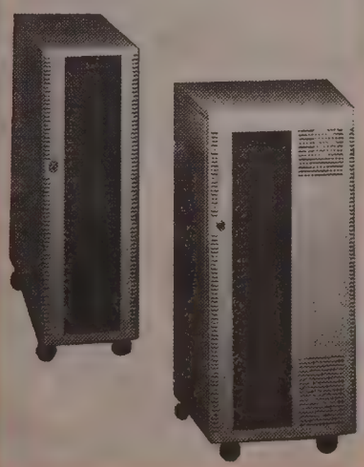

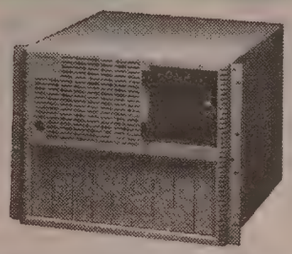

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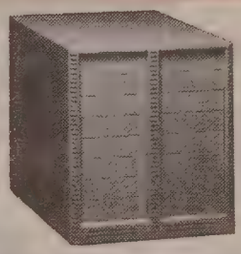

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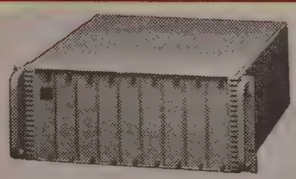

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OS/2 *continued from page 86*

Next you get the content of the old and new configuration files on screen, side by side, allowing you to compare and cut, copy and paste as necessary. The file migration is not very intelligent, so the new files are a mishmash of old and new statements. Some statements are duplicated and others are said to have not been moved, even though they have. It takes some time to ensure that you don't lose anything, but most of the cleanup will have to be done after installation. Lesson two: if you restructured the files more logically or for performance, you will have to do it again.

And lesson four: practically all your customization—colors, window behavior, fonts, etc., are gone too. So migration does **NOT** equal customization.

After configuring the network adapter (I don't have any) and TCP/IP services, the system is rebooted for a second time. After it comes up it spends some time deleting and copying files without telling you much (mostly cleanup), and reboots yet a third time, after which you finally get the nice new desktop (Figure 1).

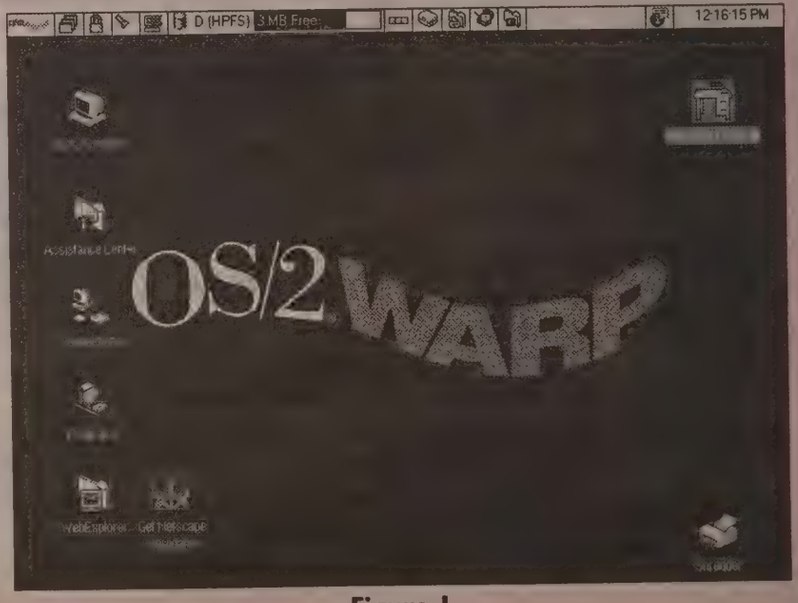

Figure 1

Then you learn lesson three: your existing applications were migrated not to the new desktop, but to a Previous Desktop, iconized on the new desktop (Figure 2 shows it open).

And lesson four: practically all your customization—colors, window behavior, fonts, etc., are gone too. So migration does not equal customization.

continued on page 218

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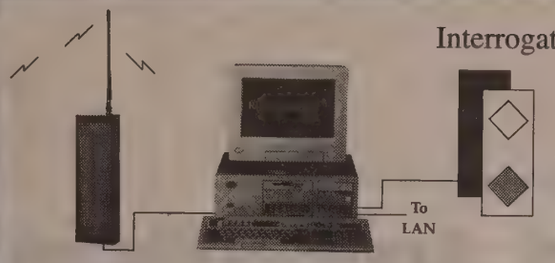

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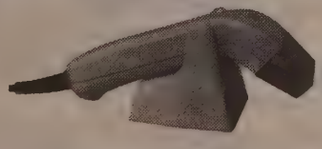

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CoolTalk And JavaScript

Freebies For Webmakers

We are being wooed. Great companies are struggling to win us, and thereby to control the Internet.

Odyssey, a San Francisco research firm, recently released a report saying that more people on the Internet are using independent service providers than are using the big online services. That means that they need browsers, probably from Netscape or Microsoft.

And of those households that are online, 54% are using Netscape. It looks like Netscape is doing the impossible—winning a battle against Microsoft, whose Internet Explorer was found to be used by only 6% of households.

One of the advantages of this immense struggle is that the combatants are offering a lot to their customers. Netscape in particular is giving remarkable things away in an attempt to gain market share.

I took a look at Netscape Navigator 3 Gold. It has so many features built-in that it is difficult to summarize them all, but two stand out.

Who's That Talking?

There is a tool that (in theory and hopefully soon in reliable reality) allows you to talk with any other user on the Internet who is so equipped. Called CoolTalk, it makes it possible to use your computer (if it has a sound card and a microphone) as a telephone and a conferencing tool. You can also receive messages while you are out, with your computer as an Internet-wide answering machine. What does this wonder cost? Zero, nada, zilch. It is free with Netscape Gold, and available for free download from Web sites around the Net.

This is 8-bit communication here, not the best sound in the world, but that is no problem whatsoever if you are getting something for free. You can also include more than one person in the conversation: Conference-calling is built-in from the start.

If you do not have a sound board, or do not wish to buy a microphone, you can use CoolTalk in "chat" mode, typing in messages and receiving answers on a screen, as you now do in many online services. The difference is that you can again do so with anyone on the Internet who has downloaded and installed CoolTalk.

> ONE OF THE ADVANTAGES OF THE BROWSER WARS IS THAT THE COMBATANTS ARE OFFERING A **LOT** TO THEIR CUSTOMERS. NETSCAPE IN PARTICULAR IS GIVING REMARKABLE THINGS AWAY IN AN ATTEMPT TO GAIN MARKET SHARE.

Finally, CoolTalk also lets you communicate by sharing a common graphic screen called the Whiteboard. It has two layers. On the rear layer you can have a background for all your work, say, a map of a football field. On the front layer you can draw over the rear layer with any of a set of simple drawing tools, much like an elementary version of Windows Paint or MacPaint. This picture is shared with all the participants in the Whiteboard conversation, and each receives what the others have drawn on it. You can be Monday-morning quarterbacks for all the football games of the week, should you choose, diagramming each one with your friends online. Or you can make business plans with the map of a new territory in front of you all, marking it up and having everyone see your changes, simultaneously.

This is the theory. When I actually tried to use CoolTalk, it jammed after I got through to one "answering machine" in the UK. Then I had to CTL-ALT-DELETE out of the application. I expect that Netscape will be along with a new version very soon, and that CoolTalk will be a major connector among people worldwide. Stay tuned.

JavaScript

Another giveaway did work just fine. It is JavaScript, a small language for Web pages.

You can expect JavaScript to be a major player in the future. The reasons are simple and political. Its main rival is VBScript, a scripting language created by Microsoft. But using VBScript means joining your fortunes with the Microsoft Internet Explorer. It appears that the majority of the Internet marketplace is not choosing to do so. That means that if they want to use a scripting language, they will be using JavaScript.

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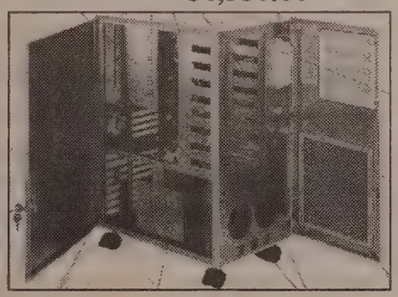

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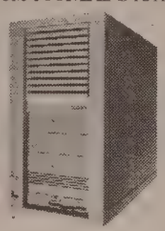

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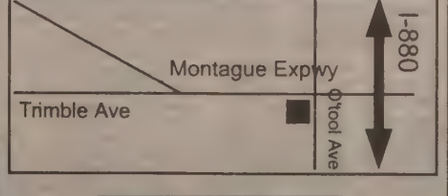

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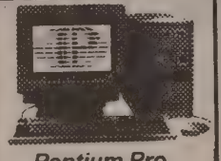

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Some people already are. But most Web users still think that JavaScript is some relative of Java, and have never tried it. You could therefore be the first on your block to become skilled in this mini-language. Such expertise will be saleable.

In fact, the name and the promotion it has received have been downright confusing. First, it is not Java. Java is a semi-compiled language; JavaScript is interpreted directly from the HTML page. Java is—help me find a kind word here—difficult to master. JavaScript is relatively easy.

JavaScript is an interpreted language whose scripts are transmitted with the Web pages in which you have embedded them. When a browser that understands JavaScript receives such a page, it interprets the JavaScript and obeys the commands. If you embed the command

```
<SCRIPT> document.write(Date()) </SCRIPT>
```

the day, date, and time will be printed on your page. It is thus possible to have the viewer see a current date and time on your Web page, filled in by the HTML reader of the browser when it receives your page.

JavaScript is capable of much more. It has a large number of string and numerical functions. It can send the user to other URLs, and even choose those pages in a fashion you decide. It can interact with the user, and make different decisions based on the user's response.

Every book mentions writing JavaScript scripts to check the data entered into forms before sending them. You can guarantee that a user fills out a field before submission with a simple script that checks to make sure the form has contents. If not, the user is notified that the field has to be filled out, and the empty field gets the focus again—that is, the flashing cursor is positioned at the beginning of it. I tried writing a script to handle this problem.

The JavaScript script that does the job has two parts. One defines the function that checks the field (or any text box):

```
<SCRIPT>
function emptyrespond(field)
{if (field.value==""){
alert("You must fill in a value!");
field.focus()}}
</SCRIPT>
```

This is pretty self-explanatory: JavaScript scripts tend to be self-documenting. This function checks a field to see if its value is blank. If so, it puts up an alert box complaining about the fact. When the user clicks the OK on the alert box, the focus (that is, the text-cursor) returns to the field for another try.

When a user interacts with an HTML page in a browser, the browser generates "events" of various sorts, internal news-bulletins that something has happened. Fields in a form receive news of an event called "onblur." This oddly named event means the user was in the field and has left it—obviously the time to check to see if it was filled out. To use the function we defined, we write the HTML code "emptyrespond(this)" as a response to the onblur event. JavaScript knows which field the word "this" refers to, because the function is used in an event-handler for the field. Establish "emptyrespond(this)" as the onblur event-handler for any field you want checked, and the user will not be able to submit a form with empty fields.

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JavaScript has its limitations. It has no graphic capabilities of its own, though it can be used with embedded images or can summon other images. Because it is an uncompiled script, it can be bulky. And also because it is uncompiled, it could be slow if you have it doing a huge job. The bulk is mitigated in Netscape 3.0, because JavaScript can now be stored in a separate file of its own. You no longer need to clutter the HTML page with it if you do not wish to.

JavaScript looks a lot like a relative of C, using a similar syntax. When you first look at it, you are likely to think that it is simple. Not quite. Most of the entities in JavaScript are objects, and many of them are contained within other objects. It can take some doing to get to the information you want.

I built a script that wanted to know if a checkbox was checked. I tried "box.checked." JavaScript scratched its virtual head and gave me an error message. I realized then that the checkbox was within a form. So I tried "form.box.checked." Still no luck. Silly me, I needed to tell JavaScript which form. So I told it the "i-th" form. But then I wanted to be very sure. In the end, the full description is "window.document.forms[i]. box.checked," which seemed a lot to get one little checkmark. Although the checkmark had been very visible on my screen, to the browser's mind it was a value within a box within a form within a document within a window.

When you want to know the text that has been typed into a form's text field, you get it by asking for the "value" property of the text (of the form, of the document, of the window). Checkboxes can also have a value, but they have to be set with JavaScript or by the author of the Web page. The value is not the checked-ness (yes or not); that information is stored in the property "checked."

All the confusion arises from JavaScript being an object-oriented language. Objects contain other objects, like the dolls within dolls one sees imported from Russia. If you do not know in

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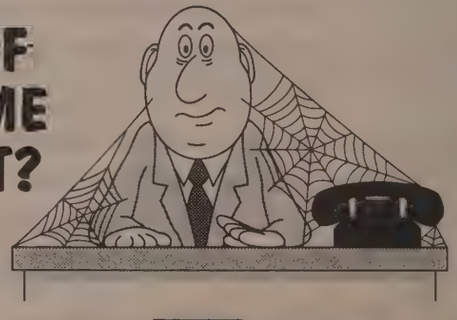

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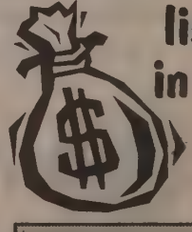

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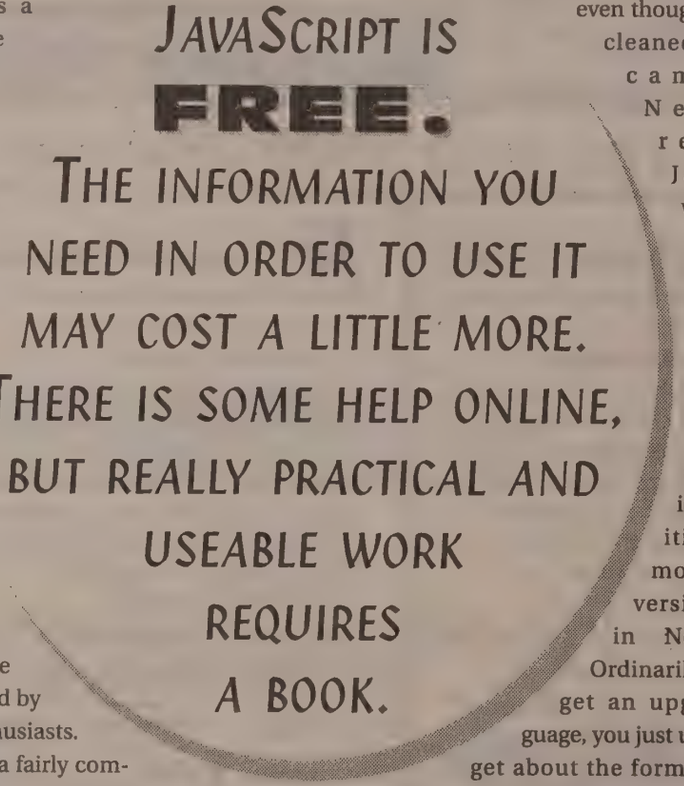
which doll the desired information is hidden, you need a manual.

We are fortunate that JavaScript also has some of the advantages of being an object-oriented language. You can design new objects to your specifications, and then generate copies with a "new" function. JavaScript treats most objects as sparse arrays of other objects, which means that you can stuff almost anything into them. This is a good language to be creative with. But in order to be creative, you also need a manual.

JavaScript is free. The information you need in order to use it may cost a little more. There is some help online, but really practical and useable work requires a book.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FREE.
THE INFORMATION YOU NEED IN ORDER TO USE IT MAY COST A LITTLE MORE. THERE IS SOME HELP ONLINE, BUT REALLY PRACTICAL AND USEABLE WORK REQUIRES A BOOK.

The online resources are provided by Netscape and by enthusiasts. Netscape has posted a fairly complete online reference (see Resources). You can take a quick look there if you like to see the structures of a language before committing to it. If you would rather examine practical examples, try "Jamie's QuickStart JavaScript Pages". Jamie has put dozens of links to JavaScript applications, help, and advice.

Alan Simpson has written what should have been shipped with Navigator 3: *The Official Netscape Navigator Gold 3.0 Book*. It has 934 pages and a CD. It's a well-written introduction to the whole of the Netscape browser, including the editor (shipped with the Gold edition), HTML, Cooltalk, LiveAudio and Live3D. I have been using this book as my one-stop manual for HTML and the browser. It also has a good introduction to JavaScript.

Gordon McComb has written a 726-page + CD book on the language alone, the *JavaScript Sourcebook*. It is clear that McComb is a master of the language. He has created a wide variety of short example scripts to do almost anything that JavaScript can do. He even has sections on simulating what JavaScript cannot do—graphics and animation.

Like a political candidate, JavaScript has unfortunate history, and it brings it along even though it has been cleaned up for the campaign. Netscape released JavaScript with earlier versions of the browser. Those editions of JavaScript had a number of bugs, and some incompatibilities with the more robust version running in Netscape 3. Ordinarily, when you get an upgraded language, you just use it and forget about the former bugs and deficiencies. With JavaScript you cannot do this. The script you write may very well run on somebody's Netscape 2 browser. Your scripts must be backwards-compatible.

So may we have a round of applause for O'Reilly and Associates. They have come through for the Web-weaving community once again with David Flanagan's *JavaScript: The Definitive Guide*. Flanagan has done the dirty work for us. He goes through JavaScript function by function, and tells us how it worked in older versions of JavaScript. He tells us about the known bugs—most of them—and how to create workarounds. This is exactly the information you need in able to make JavaScript scripts that will run on most browsers.

JavaScript makes possible genuinely interactive Web pages. It is remarkable that it is free. I recommend that Webmasters build it into their business and personal pages. ■

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Correction:

Two columns ago, I gave you the wrong URL for McAfee, the virus-hunters. The correct URL is: http://www.mcafee.com .

If you do not have virus protection, may I again urge you to download an evaluation copy. Thanks to Rev. Lowell Streiker, who caught the error and gently upbraided me.

RESOURCES:

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Netscape's JavaScript Authoring Guide
URL: *http://home.netscape.com/eng/mozilla/2.0/handbook/javascript/ index.html*

Jamie's JavaScript Quickstart:
URL: *http://home.netscape.com/people/jamie/jwd_javascript_QS.html*

The Official Netscape Navigator Gold 3.0 Book, $39.95
(Mac and Windows versions)
Ventana Communications Group
URL: *http://www.vmedia.com*

JavaScript Sourcebook, $44.95
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Wiley Computer Publishing
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URL: *http://www.wiley.com/compbooks/*

JavaScript: The Definitive Guide, Beta Version, $29.95
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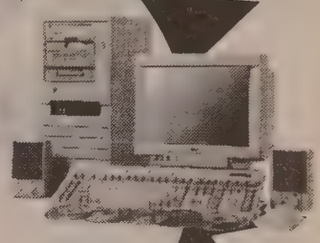

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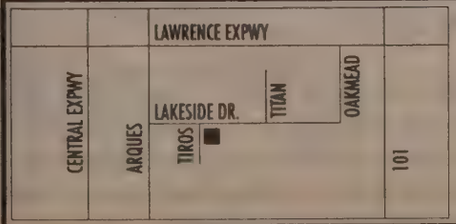

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BY ROYAL P. FARROS

The Making Of An Internet Business: Part II

"The Next Small Thing"

Ok, my last article was a bit philosophical. Watch out, this one will be, too. But it has to do with a really practical topic: How do I know if my business idea is any good? I mean, isn't it difficult to discover The Next Big Thing, that killer idea that spawns an entirely new industry or way of life?

Well, yes, it is. However, I have it on good authority that The Next Big Thing is right around the corner. Really. That's why Elvis was spotted leaving the building—he figured it out and wants to do something with it before Bill Gates can incorporate it into Windows 2000.

Oh, great. So how does one compete with both Elvis *and* Bill?

Easy. By figuring out what The Next Small Thing is.

Small Is Big

Here's The Big Secret: The Next Big Thing is never one big thing but a whole series of small, useful things that all seem to intertwine and explode into The Next Big Thing: A new marketplace. Or a new platform. Or a new channel. Or a new method. Or something new that I don't even have the vocabulary to describe because it hasn't been invented yet.

Here's another Big Secret: Big companies can't do small things because they're too busy doing big things. My old software company, T/Maker Company, dominated the clip art marketplace because the electronic art pond was too small for the big fish. As it turns out, this was lucky for us, especially when the silly little images we so lovingly crafted turned out to be a building block for the content and multimedia craze of the early '90s.

See, The Next Small Thing can really turn into The Next Big Thing.

iPrint, inc. is an Internet startup working hard on what we think is The Next Small Thing. Something simple. Something we know and, well, quite frankly, feel pretty passionate about. Something we couldn't find anywhere on the Internet even after months of looking. And most importantly, something we know people want and need. Or should I say, people *will* want and *will* need.

For Example, iPrint

For us, it's bringing a series of "self-service" print creation and ordering tools to the Internet. A "Printing & CyberStationery Store of the Future" kind of thing.

Simple concept, but everyone is so caught up in the informational aspects of the Internet, they've forgotten that personal computers (or personal computers masquerading as network computers) are useful for something other than the presentation of static information.

Really? You mean something interactive that can be used for something commercial, like putting the power of a commercial copy shop on the Internet? Yep. It's almost such a simple concept that some people might consider it boring. We, however, would like to think it's just The Next Small Thing. Something that may help make The Current Big Thing a commercial success. Finally.

We're doing this because we see something amiss in the intersection of two industries we're familiar with. In the software development world, people are obsessed with providing either the absolutely most glitziest content or the most mongo JAVA code imaginable. Translation: Painfully slow downloads that are, in fact, absolutely unusable on today's Internet.

In the commercial printing world—a world of hardware and process efficiency—people don't really understand consumer software development. Translation: What the hell do we do with this thing called the Internet?

We'll bridge both worlds by creating a self-service environment as easy to use as a bank ATM machine for making all kinds of popularly printed items, from business cards and stationery to checks—even t-shirts and coffee mugs.

Self-service design tools that, yes, even my mother can use.

What we're really doing, though, is tailoring our products to what we know large printing companies need to compete in the next decade.

Who knows? Maybe one of these large printing or software companies will think of our technology as so valuable that they'll want to control it—which means acquisition, which isn't such a bad thing to happen to a small software company.

It Can Happen...

What we're doing applies to what you could be doing, too. Certainly others have taken advantage of The Next Small Thing over the years.

For example, there is an entrepreneur in the Valley that has done this not once, not twice, but *three* times. He's created something knowing in advance which company was going to buy his product or company. In his second company, he even had his boxes designed by the same artist who created the prospective parent company's packaging, just so his little organization would look like the "perfect fit." Heck, he practically *named* his third startup after the company that eventually bought him!

This is a brilliant usage of The Next Small Thing. Open your eyes and figure out what the hot companies are working on. Make something that these folks will want to buy—after all, technology is moving so quickly, hot companies have to acquire or die. Then sell your company and retire. Or do it again—teach a new dog the same old trick.

Bill was once asked, "What would you do if you weren't Bill Gates?" To which he replied, "I'd go out and start any number of specialized $50 million businesses that Microsoft doesn't have time to create."

Bill is a smart guy and the Internet is just chock-full of these kinds of opportunities.

Next column: Real nuts & bolts stuff. Not raising money, but what to do about office space, domain names, trademarks, etc. ■

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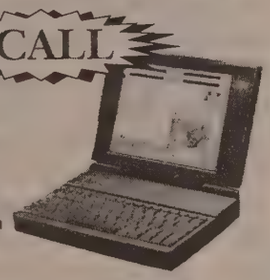

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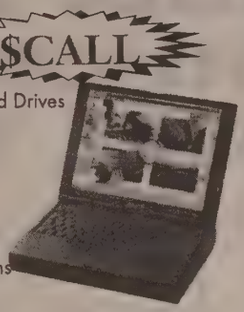

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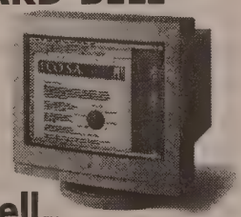

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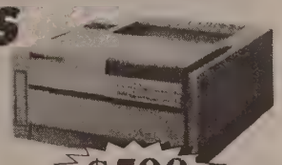

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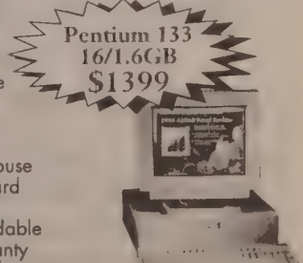

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Right now, you can make a telephone call from anywhere on the surface of the Earth, provided, of course, you happen to be one of those people who enjoy carrying a fairly bulky satellite uplink along with you. Such uplinks are currently about the size of a small suitcase and tend to be a few times heavier than a laptop, including an unwieldy antenna which needs to be precisely oriented to a specific position in the sky to operate. These systems typically use satellites which fly high above in a geosynchronous orbit around the planet (which means they remain fixed with respect to the surface of the Earth).

Geosynchronous (also known as geostationary) satellites are conveniently fixed in their positions in the sky, but they are also expensive to launch. What's more, they are so far away that even at the speed of light they cause an annoying half-second delay or so for voice or data transmission. This can cause serious problems for Internet communications (as will be noted later).

There is, however, an alternative, one which will soon allow us to call anyone from anywhere in the world, from Death Valley to the top of Mount Everest, from a device as small as a handheld cellular phone. However, instead of using expensive, far-away geostationary satellites these new devices will use a network of satellites in low-Earth orbit, also known as LEOs.

These satellites are significantly cheaper to manufacture and launch, and new, low-cost delivery vehicles are making this technology a lot more easy to deploy and replace; for example, these satellites can even be carried into space on small rockets launched from an airplane. As an example, the Pegasus launch vehicle from Orbital Access is such a system. It looks eerily like a cruise missile as it cranks up, but instead of heading down to blow up a target on the ground, it goes up into low-Earth orbit—hopefully *not* blowing up, of course. Since launch costs are so much lower, companies can much more easily afford to send up the larger number of satellites needed to provide coverage over the surface of the planet.

One interesting side-effect of using LEOs is that you can use the Global Positioning System to locate yourself and then use the satellite network to report your position to others if needed, even from the middle of the wilderness.

One interesting side-effect of using LEOs is that you can use the Global Positioning System to locate yourself and then use the satellite network to report your position to others if needed, even from the middle of the wilderness. Thus, you can have a two-way positioning and tracking system using these devices. Personally, if I were in the wilderness, I doubt I would want to be sending messages or making any phone calls, but in case of a medical or other emergency, it certainly could make things a lot simpler to notify the authorities and enable search-and-rescue teams to find you. Such a device could also be useful if you happen to be driving in a remote rural area that does not yet have cellular service, and your car breaks down, for example. For greater flexibility, you can use satellite phones which are "dual-mode," that is, they can operate both as digital satellite telephones and as analog cell phones, so the phones can be used indoors as well.

Satellite Companies

Iridium is one of a number of companies that will offer communications via LEO satellites to consumers. The Iridium network was designed originally in 1987 by engineers in the Satellite Communications Division at Motorola, Inc. Consumers can both originate and receive calls on the global telephone network; the calls are relayed from the handheld units to the low-Earth orbit satellites, and from there to ground stations which route the traffic to the ground-based switched telephone network, allowing users to call any telephone in the world.

Iridium handsets are dual-mode; they can communicate not only with the satellite network but also with the current analog cellular network, which circumvents one limitation of satellite communications (which is that you need to have a clear view of the sky for them to operate properly). Iridium handsets also have an RS232 serial port built in to allow users to handle data communications. Iridium plans to have its network fully operational by 1998.

Iridium is not the only company providing LEO satellite communications, however. ORBCOMM, another satellite-based communications company, will be providing two-way paging, email, and other data-oriented messaging services. This isn't quite as spectacular as being

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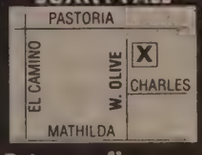

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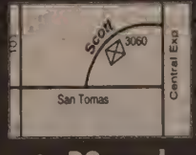

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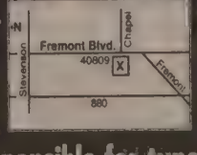

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able to make a phone call from the Himalayas, but it still allows you to send and receive alphanumeric messages from anywhere in the world. ORBCOMM intends to have its network operational by next year, a year earlier than the Iridium folks will have their voice network up and running.

Privacy Concerns

Of course, with telephone calls being transmitted to and from satellites, one might become concerned about both security and privacy. However, like the PCS calls I discussed in my last column, these calls are both digital and encrypted. As with the PCS system, there's a potential civil liberties issue here; the government is lobbying the telecommunications companies to provide access to technology which would allow them to tap into the network and track not only the content of voice and data calls but also allow them to track the precise location of the phones (and therefore presumably the people carrying the phones).

Satellite telephones are not immune to this sort of request, and the power of global position tracking also carries with it the threat of significant loss of privacy. Some of these new technologies, while providing ample new facilities and benefits, also open up the thorny question of how much access the government should have to the precise, 24-hour whereabouts and communications of its citizens.

I don't believe that most people have a concern about the government using the system to legitimately track down serious criminals; however, most people, including myself, have a considerable amount of concern that lax controls could well lead to unauthorized leaks of the codes used to protect the privacy of citizens, or that renegade low-level government officials could misuse their access to this information to circumvent the law themselves.

Thus, any access to the personal whereabouts of our citizenry must be protected at the highest level by our judicial process, in my opinion, and cause should be shown before such information is released to any government agency. It seems to me, at the very least, that releasing the whereabouts of wireless and/or satellite telephones should be subjected to at least the same degree of scrutiny that precedes the issuance of a search warrant.

Naturally, both industry and citizens' groups have been fighting the government's attempt to compromise the security and privacy of our telephone communications, and I applaud them for doing so. We must proceed carefully into this new era, and not open up the possibility for both abuse and security faults which could cripple the new technology before it even begins operation.

Solar-Powered Phone Booths

The new satellite technology opens up a new vista for the globalization of communication technology throughout rural areas and underdeveloped nations.

The satellite companies hope to link many Third World countries to link to the global voice

continued on page 264

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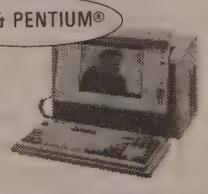

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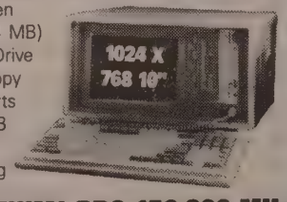

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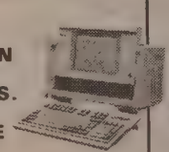

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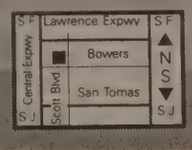

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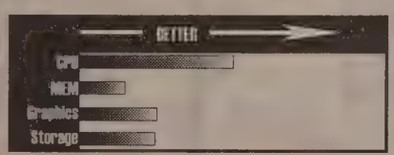

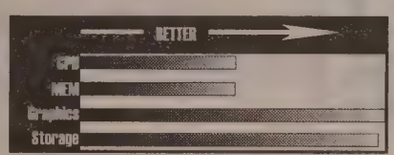

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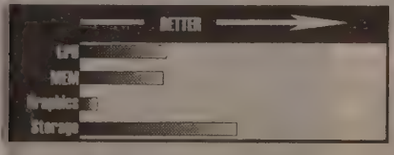

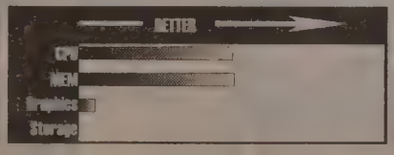

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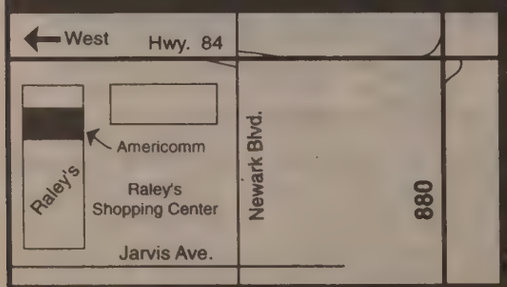

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⇒ **Toshiba 5602B 8X** EIDE CD-ROM
⇒ **Sound Blaster 16** PnP Sound Card

Pentium ®100 chip $2010
Pentium ®120 chip $2050
Pentium ®133 chip $2110
Pentium ®150 chip $2150
Pentium ®166 chip $2300
Pentium ®200 chip $2610

ICS P5-Atlantis

⇒ ***Intel Atlantis Advanced/AS*** PCI Motherboard
⇒ Triton II 430HX Chipset, ZIP Socket 7
⇒ Built-in PCI Bus Master IDE,16550 HiSpd I/O
⇒ AMI PnP Flash BIOS, w/256K PL
⇒ **16MB (2X32)X2** EDO RAM -60ns
⇒ **Seagate 1.6GB** 10ms Mode-4 EIDE HD
⇒ **Built-In ATI Mach 64** w/2MB DRAM
⇒ **ViewSonic15G** 15" Monitor .28 dpi 1280x1024 @60hz NI Digital Control
⇒ TEAC 1.44 Floppy ,Med Tower Case w/230W UL PS
⇒ MS Serial Mouse /Keytronic 104 Keyboard
⇒ **Toshiba 5602B 8X** EIDE CD-ROM
⇒ **Built-in Crystal+Yamaha** OPL3LS 16bit Sound Card, WaveTable Upgradeable

Pentium ®100 chip $1350
Pentium ®120 chip $1390
Pentium ®133 chip $1450
Pentium ®150 chip $1490
Pentium ®166 chip $1640
Pentium ®200 chip $1950

ICS P5-Endeavor

⇒ ***Intel Endeavor Advanced/EV*** PCI Motherboard
⇒ Triton II 430HX Chipset, ZIP Socket 7
⇒ Built-in PCI Bus Master IDE,16550 HiSpd I/O
⇒ AMI PnP Flash BIOS, w/256K PL
⇒ **16MB (2X32)X2** EDO RAM -60ns
⇒ **Seagate 1.6GB** 10ms Mode-4 EIDE HD
⇒ **ATI Mach 64/Diamond Stealth 64** w/2MB DRAM
⇒ **ViewSonic15G** 15" Monitor .28 dpi 1280x1024 @60hz NI Digital Control
⇒ TEAC 1.44 Floppy ,Med Tower Case w/230W UL PS
⇒ MS Serial Mouse /Keytronic 104 Keyboard
⇒ **Toshiba 5602B 8X** EIDE CD-ROM
⇒ **Built-in Crystal+Yamaha** OPL3LS 16bit Sound Card, WaveTable Upgradeable

Pentium ®100 chip $1390
Pentium ®120 chip $1430
Pentium ®133 chip $1490
Pentium ®150 chip $1530
Pentium ®166 chip $1680
Pentium ®200 chip $1990

ICS Server

⇒ ***Intel Venus Pentium Pro*** PCI Motherboard
⇒ Natoma 440FX Chipset, ZIP Socket 8
⇒ Built-in PCI Bus Master IDE,16550 HiSpd I/O
⇒ AMI PnP Flash BIOS, ATX Form Factor
⇒ **64MB (4X36)X4 ECC/EDO** RAM -60ns
⇒ **Seagate ST15150W 4.3GB 8ms 7200RPM F/W HD**
⇒ **Adaptec 2940UW Ultra Wide SCSI Adapter**
⇒ **ATI Mach 64/Diamond Stealth 64** w/1MB DRAM
⇒ **ViewSonic14ES** 14" Monitor .28 dpi 1024x768
⇒ TEAC 1.44 Floppy ,ATX Med Tower Case w/235 PS
⇒ MS PS2 Serial Mouse /Keytronic 104 Keyboard
⇒ **Toshiba 5602B 8X** EIDE CD-ROM
⇒ **3COM 3C595-TX Fast Ethernet Card 100MBPS**
⇒ **Tested with Windows NT 3.54.0, BackOffice, BSDI, Novell 3.X/4.X, SCO, Salaris and Unixware**

Pentium ®150 chip $Call
Pentium ®180 chip $Call
Pentium ®200 chip $Call
Compatiblity Graranteed

ICS P5-60

⇒ ***Intel Batman*** PCI Motherboard w/60Mhz CPU
⇒ Naptune Chipset, ZIP Socket 4
⇒ Built-in PCI Bus Master IDE,16550 HiSpd I/O
⇒ AMI Flash BIOS, w/256K Cache
⇒ **8MB (1X32)X2 FPM** RAM -60ns
⇒ **Seagate 850MB** 12ms Mode-4 EIDE HD
⇒ **Trident 9440 64-bit PCI VGA** w/1MB DRAM
⇒ **ViewSonic14ES** 14" Monitor .28 dpi 1024x768 @60hz NI Digital Control
⇒ TEAC 1.44 Floppy ,Med Tower Case
⇒ MS Serial Mouse /Keytronic 104 Keyboard

$750.00

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⇒ ***Fast ATA EIDE Hard Drives***
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- Seagate

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• DX95 Series DX1595/DX1795	$355/$625

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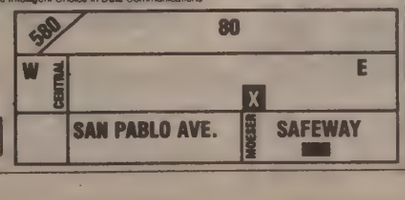

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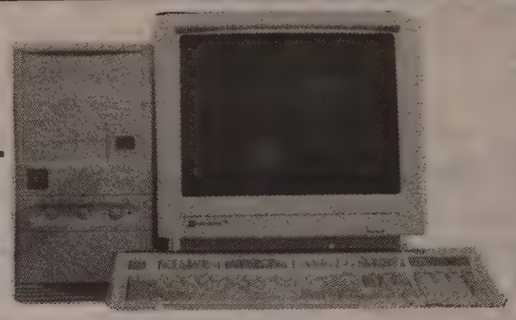

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- Sony 17SF2 (17" 1280x1024 0.25dpi)
- ATI Mach64 2Mb Video DRAM
- Toshiba 8X EIDE CD-ROM Drive
- Sound Blaster 32 PnP (Full Duplex, Wavetable)
- Logitech MouseMan Combo & Mouse Pad
- Keytronic Windows 95 Keyboard
- PMPO: 120 Watts Speakers
- CD: Microsoft Windows 95

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- ATI Mach 64 2Mb DRAM
- 8X EIDE CD-ROM Drive
- Logitech Mouseman Combo & Mouse Pad
- Built-In Sound Card (Yamaha)
- Keytronic Windows 95 Keyboard
- Built-In Speakers (NEC M700 Monitor)
- CD: Microsoft Windows 95

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- Keytronic Windows 95 Keyboard
- PMPO: 80 Watts Speakers
- CD: Microsoft Windows 95

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- Built-In EIDE & Hi-Speed I/O; 2-S, 1-P
- Mid Tower Case, 230 Watts P.S.
- Princeton Graphic EO-70 (17" Monitor 1280x1024 NI 0.28dpi)
- ATI Mach 64 2Mb Video VRAM
- 4X SCSI-II CD-ROM Drive
- Creative Labs 16 PnP
- Logitech Firstmouse & Mouse Pad
- Keytronic Windows 95 Keyboard
- PMPO: 80 Watts Speakers
- CD: Microsoft Window 95
- External SCSI-II Kit

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- 4X SCSI-II CD-ROM Drive
- Creative Labs 16 PnP
- Logitech Firstmouse & Mouse Pad
- Keytronic Windows 95 Keyboard
- PMPO: 80 Watts Speakers
- CD: Microsoft Window 95
- External SCSI-II Kit

Super Value

$1625

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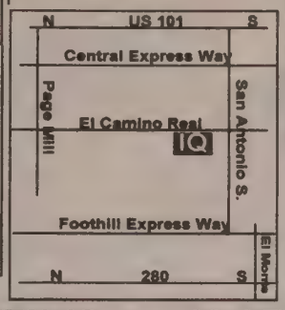

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- Teac 6X SCSI-II CD-ROM Drive
- Logitech MouseMan Combo & Mouse Pad
- Creative Labs 32 PnP (Full Duplex, Wavetable)
- Keytronic Win95 Keyboard
- PMPO: 120 Watts Speakers
- CD: Microsoft Window 95

$2715

Pentium™166....$2830
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- 2.5Gb EIDE Hard Drive
- Built-In EIDE & Hi-Speed I/O; 2-S, 1-P
- ATX Mid Tower Case, 235 Watts PS
- Princeton Graphic EO-70 (17" Monitor 1280x1024 0.28dpi)
- ATI Mach64 2Mb Video DRAM
- 8X EIDE CD-ROM Drive
- Logitech MouseMan Combo & Mouse Pad
- Sound Blaster 16 PnP
- Keytronic Win95 Keyboard
- PMPO: 80 Watts Speakers
- CD: Microsoft Window 95

Best Buy

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- 3.2Gb EIDE Hard Drive
- Built-In EIDE & Hi-Speed I/O; 2-S, 1-P
- ATX2 Mid Tower Case, 235 Watts PS
- Viewsonic 17PS (17" 1600x1280 0.25dpi)
- Diamond Stealth 64 4Mb Video VRAM
- Mitsumi 12X EIDE CD-ROM Drive
- Logitech MouseMan Combo & Mouse Pad
- Creative Labs 32 PnP (Full Duplex, Wavetable)
- Microsoft Natural Keyboard
- PMPO: 120 Watts Speakers
- CD: Microsoft Window 95

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- Intel VENUS Mainboard (Natoma™ Chipset)
- 64Mb EDO RAM 60ns
- 1.44Mb Floppy Drive
- 4.0Gb Wide SCSI Hard Drive
- Adaptec 2940 Ultra Wide SCSI Controller
- Built-In EIDE & Hi-Speed I/O; 2-S, 1-P
- ATX Full Tower Case, 235 Watts PS
- Sony 17SE2(17" 1600x1280 0.25dpi)
- Matrox Millennium PCI 64 4Mb WRAM
- NEC 8X SCSI-II CD-ROM Drive
- Logitech MouseMan Combo & Mouse Pad
- Creative Labs 32 PnP (Full Duplex, Wavetable)
- Microsoft Natural Keyboard
- PMPO: 120 Watts Speakers
- CD: Microsoft Window 95

Performance Buy

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- ⇨ ATX Mainboard

$285

MOTHERBOARD — New Pentium Series, INTEL Tucson M/B, Intel Triton II Chipset

- ⇨ Triton Chipset (430HX)
- ⇨ Support CPU: P75~P200MHz
- ⇨ 256K Pipeline Burst Cache
- ⇨ AMI Flash BIOS (Plug & Play)
- ⇨ Socket 7; 4-PCI & 3-ISA Bus
- ⇨ Built-In EIDE & Hi-Speed I/O
- ⇨ Built-In Sound Card (Yamaha)
- ⇨ 2-Serials, 1-Parallell, 1-PS2
- ⇨ ATX Mainboard

$210

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- ⇨ New Triton-II Chipset (430HX)
- ⇨ Support: P75~P200MHz
- ⇨ 512K Pipeline Burst Cache
- ⇨ Award Flash BIOS (Plug & Play)
- ⇨ Socket 7; 3-PCI & 5-ISA Bus
- ⇨ Built-In Adaptec 2940 Ultra Wide
- ⇨ Built-In EIDE & Hi-Speed I/O
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- ⇨ New Triton-II Chipset (430HX)
- ⇨ Supports: P75~P200MHz
- ⇨ 512K Pipeline Burst Cache
- ⇨ Award Flash BIOS (Plug & Play)
- ⇨ Support Universal Serial Bus
- ⇨ Socket 7; 4-PCI & 4-ISA Bus
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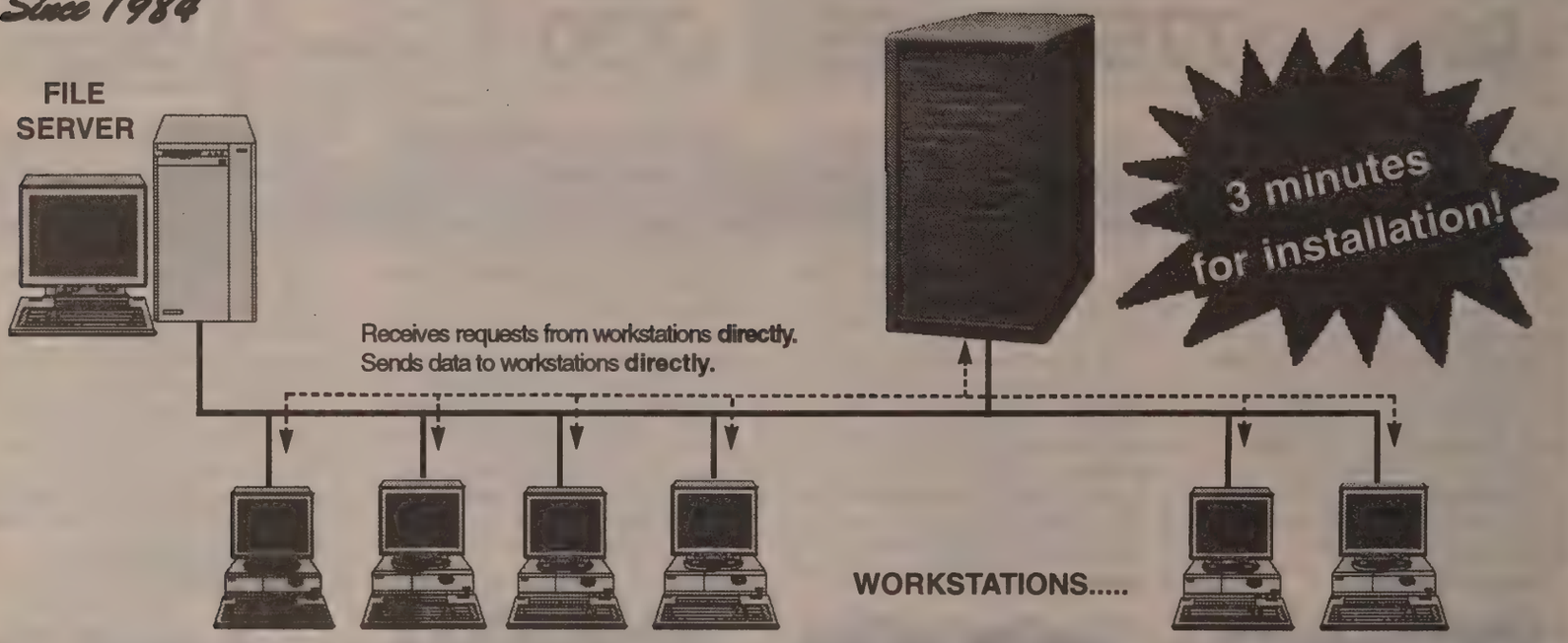

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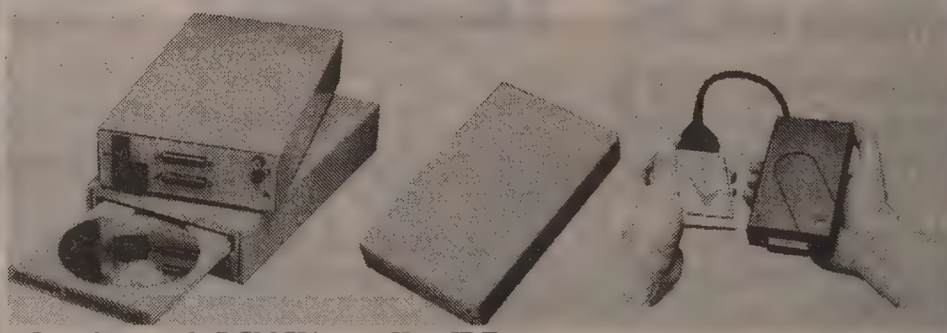

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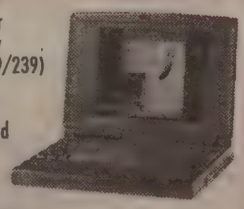

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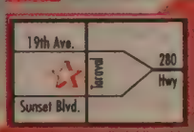

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Issues Of Intellectual

In response to Anna Couey's recent article

on the Authors' Registry (Issue #155), we received the following letter:

I was most interested in your article and the concerns it brought up. The concern of copyright protection involves both authors of information as well as authors of software.

As a retired systems manager, I am now firmly convinced that authors who write articles for a living believe it's perfectly all right to copy a piece of software and distribute it themselves with impunity, yet wish to persecute anybody else for copying their own writings.

In my work, I lived this very scenario, much to my chagrin. The editor of a small magazine felt it was okay to copy some the most expensive DTP (desktop publishing) software to freely give away to anyone she deemed appropriate. Upon my discovery of this illegal copying, I explained that a copyright is a copyright, which she understood in terms of published articles. Yet when I went on to explain that programmers and people who put just as much if not more time into software deserve their share too, she blew me off, saying "It's different!" She could not see how her actions were putting both the organization we worked for, and me personally, the systems manager, at risk.

After many inter-office memos I was even told by the head of the communications department to cease and desist. Imagine my horror, as the systems manager and the individual responsible for upholding copyright agreements, to later find out that our licensed copies of a DTP software program were reported as being found on machines in service bureaus throughout the city of San Francisco. Not to even mention where else throughout the city copies of this very expensive DTP software program resided. All these copies bore the organization's name and mine as the systems manager. I had been able to keep our copyrights legal until this individual's actions.

They were very lucky indeed. Never did the software authors find or prosecute the organization. But why is it that authors, who knowing the importance of copyright, just don't understand that software is copyrighted for the same protection, and has the same rights?

A copyright is a copyright, regardless if it's electronic media or printed. Let's try to remember authors, programmers and anyone else who puts their intellectual property on a medium deserve to be compensated. But for one group to negate the other smacks of hypocrisy and deserves to be prosecuted to the fullest extent of the law.

—Michael Ackerman

While we fail to see what aspect of the proper

compensation of writers is somehow an endorsement of software piracy, we have also, over the years, seen much of the same behavior Mr. Ackerman so correctly deplores. Lest we were unclear on the subject, we believe pretty strongly that regardless of the medium, ripping off creators of intellectual property is unacceptable.

Quite possibly, the person blithely copying the expensive software all over town was unaware of the legal risks involved. We'd encourage anyone involved in such activities to pay a visit to the home page of

Property

the Software Publishers Association (*http://www.spa.org*) for a little information. The SPA, variously characterized as the savior of the industry or a bunch of bullies, has parlayed its considerable lobbying clout into the enactment of very stern laws indeed, under which the happy duplicator was courting prison time and fines of sufficient magnitude to shut her employer down.

Indeed, as we go to press, the SPA is suing several ISPs as contributory infringers because it alleges that some of its users are engaged in software piracy; the SPA has asked them to intervene, and the ISPs take the position that they neither wish to oversee their users' online activities nor accept the obligation to do so.

This case, just emerging as we're going to press, appears to be the latest attempt to push the envelope of the legal obligations of ISPs. A similar issue last year saw the Church of Scientology pitted against various providers including Netcom, some of whose customers showed a penchant for posting copyrighted Scientology documents with hostile intent. As discussed at the time in Chris Bucholtz's article "Scientology Versus The Internet" (*http://www.microtimes.com/COS.html*) and COS representative Jeff Quiros's response (*http://www.microtimes.com/COSreply.html*), the distribution capabilities of the Internet raised a myriad of questions (and lawsuits) on various aspects of intellectual property, including trade secrets, copyright, fair use, free speech, and other areas of potential conflict.

That Byzantine thrash has played out in various ways in the past year, with still-uncertain results. For an unusually lucid discussion of the issues in the dispute and their implications for owners of intellectual property, we recommend your attention to the recently unsealed decision (*Religious Technology Center v. Arnaldo Pagliarini Lerma, Civil Action No 95-1007-A*) of Judge Leonie Brinkema of the US District Court in Alexandria, VA. (An Altavista search at this point should reveal numerous sources from which this can be downloaded and perused.) Charged with deciding the various merits of the dispute between Lerma and the COS's Religious Technology Center, Judge Brinkema narrowed the scope of the case (which originally included the *Washington Post* and claimed trade secret violation as well as copyright infringement) and sorted through the claims and counterclaims, ultimately resulting in summary judgement against Lerma on five counts of copyright violation for which he was fined $2500.

In a manner utterly characteristic of this ongoing dispute, both sides claimed victory.

As we attempt to update you on some of the issues pertaining to the current state of intellectual property in the digital world, we include a variety of perspectives. In our Guest Editorial, Leo Schwab decries shrinkwrap licenses on a number of grounds; in other articles, IP attorneys elucidate some of the finer points governing fair use and patent protection for software. We also revisit Jill Alofs of Total Clearance, whose business of helping developers secure rights to use a wild variety of existing IP in their works has grown to an international enterprise.

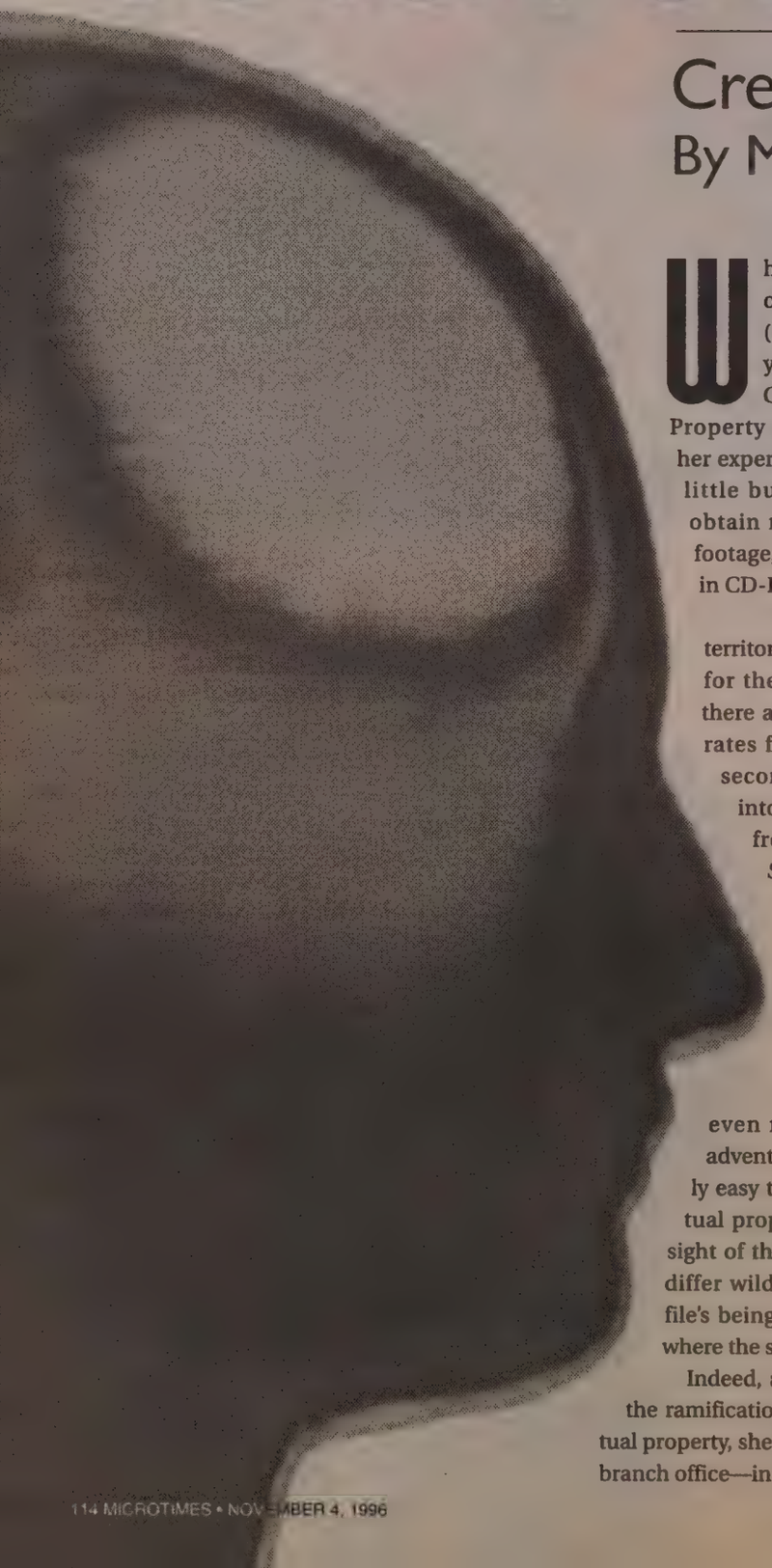
We hope you find food for thought in these stories.

—Mary Eisenhart

Checking In With Total Clearance

Creative Licensing With Jill Alofs

By Mary Eisenhart



When we last spoke with Jill Alofs of Marin-based Total Clearance (*http://www.totalclr.com*) two years ago (Issue #126, "Total Clearance In The Intellectual Property Jungle"), she was parlaying her experience at Lucasfilm into a nice little business helping developers obtain rights to movie clips, sports footage, and the like, usually for use in CD-ROMs.

This was largely uncharted territory, both for the developers and for their attorneys, because while there are long-established rules and rates for, say, incorporating thirty seconds of *Man From U.N.C.L.E.* into a video, or classic moments from *Affair To Remember* into *Sleepless In Seattle*, the guilds, unions and studios hadn't figured out what to do about software. This leaves room for a lot of confusion, but also for a lot of creative negotiation.

In the interim, life has become even more complicated with the advent of the Web. Not only is it really easy to copy other people's intellectual property at will and entirely lose sight of the legalities, the legalities may differ wildly in Los Angeles, where the file's being downloaded, and Hamburg, where the server resides.

Indeed, as we caught up with Alofs on the ramifications of the Internet for intellectual property, she was about to jet off to her new branch office—in Paris.

So what's up with the Paris office?

I've been lecturing throughout Europe the last two years on rights and clearance issues. Through the course of doing that we've developed a business abroad, and we now have a Paris office.

We're focusing on the issues of moral rights in European properties; often people are unaware that the situation in Europe is so different.

"Moral rights" doesn't really exist as a legal concept in the US, does it?

Moral rights is a concept in copyright law existing in Europe—France and Germany are the leading advocates. The US does not yet recognize moral rights explicitly, but when a developer seeks to distribute an applicable work in Europe, even through the Internet, they must be aware of these rights because they must abide by them.

It's been an issue before—for example, if you want to colorize a film and distribute it in France, you have infringed on the original integrity of the artist's work, and you can't change that without their permission. If that artist has died, does their estate or the person that handles their property have the right to grant permission on behalf of the artist? Is the right transferable? It really isn't, in the strictest sense, so how do you get permission? Especially if you're dealing with paintings and works of art.

Moral rights involve the right to be recognized, as well as the right of integrity. That right provides that an individual who creates a work has, inherently in his or her creation, rights separate and apart from the economic rights. It's established in an effort to preserve the integrity of the work, to prevent derogatory treatment of the work, and it allows creative control of any modifications to his or her work.

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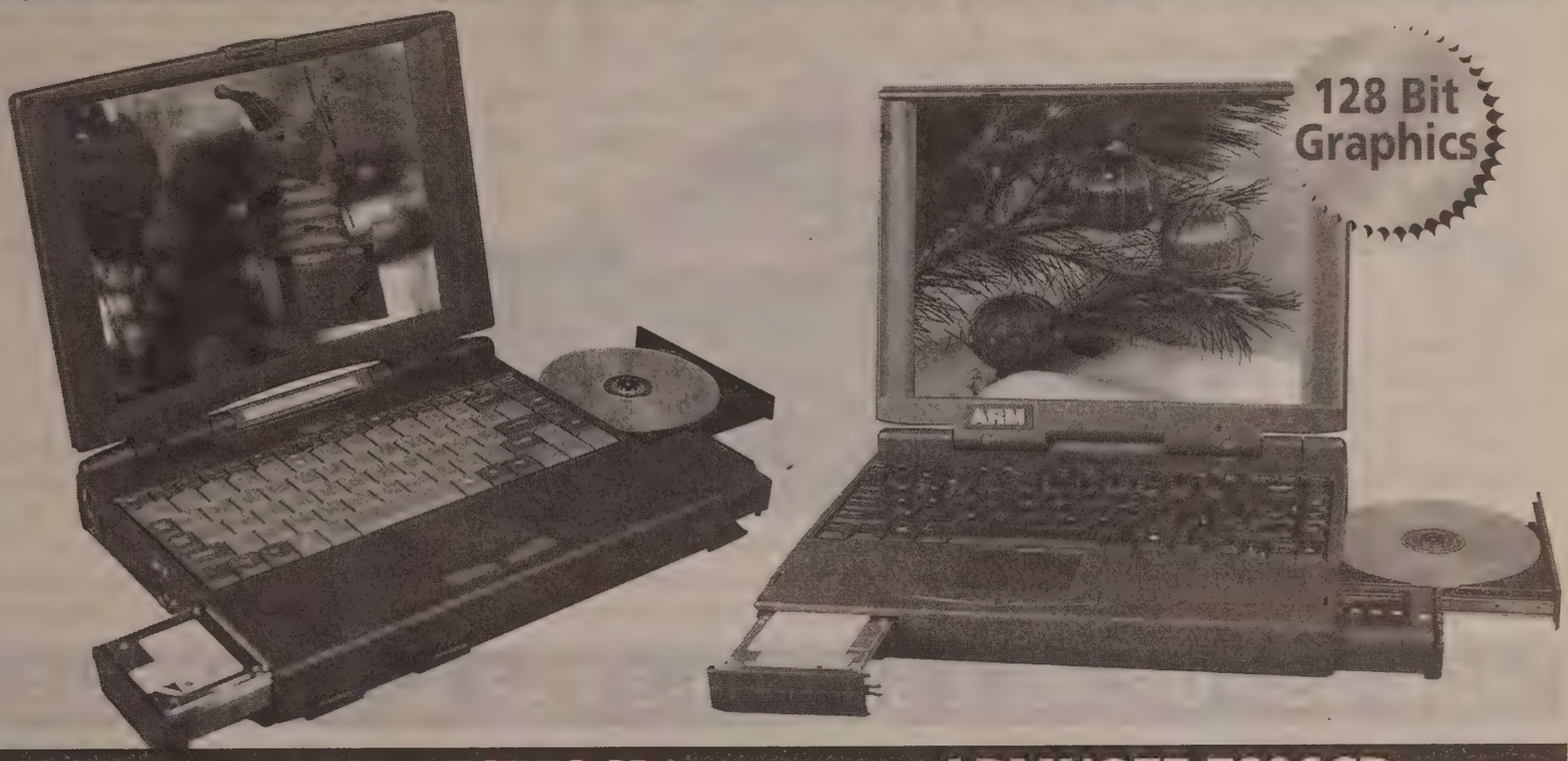

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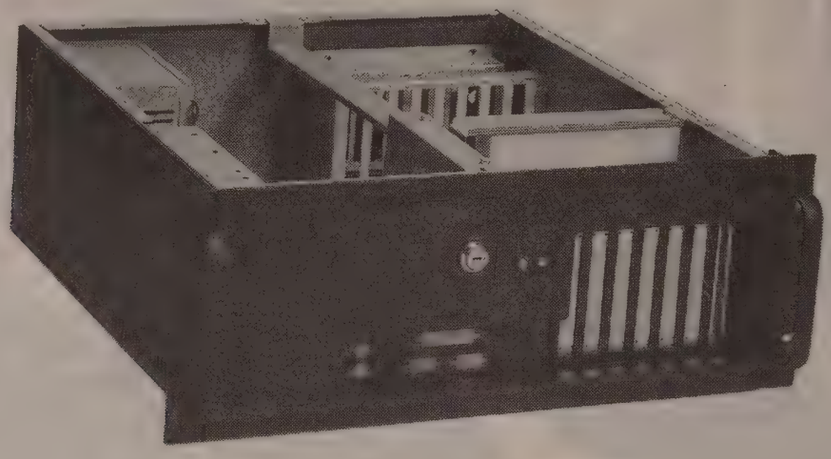

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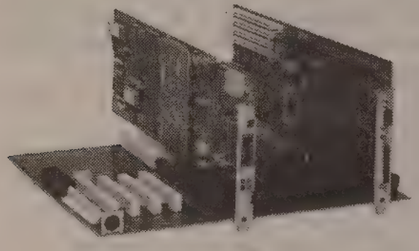

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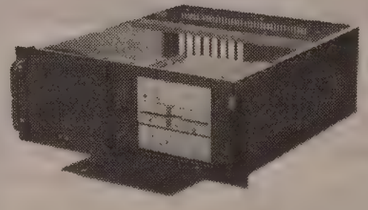

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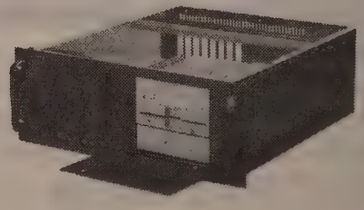

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Within European law there's the right of exploitation. New technology, particularly multimedia, created new ways to reuse the same content, online and so forth, and a variety of manipulation techniques and options. It changed the number of times content is going to be viewed and accessed. Specific rules are needed for each type of exploitation. So in the media, each person needs to consider what type of exploitation, what type of entity is going to be altered, and how many times. Those are the elments that people need to consider that affect moral rights.

So, for example, had moral rights been a strong principle in the US, Roy Orbison's heirs might have had better luck against 2 Live Crew.

That is one possibility. It certainly would have been more of an argument. The United States doesn't uphold the argument as rigidly or aggressively, because we don't have moral rights in the United States. But under the Berne Convention, the United States recognizes that moral rights do exist, but hasn't adopted all the subsidiary rights under this category.

How does this relate to sampling? There are artists whose work is entirely spliced samples of others' work, with or without permission. So far this seems to be a pretty murky legal area. Does this enter into what you're talking about?

It can. In the United States, as I understand it, the sampling issue is done on a case-by-case basis. People often think that with material that they're taking such a small portion of, they really shouldn't have to pay for it.

They claim it's "fair use."

Exactly. And then it's very much like any other type of litigation—what are my arguments?

In talking and working with developers, I'm most concerned that they know what their risks are going to be, and in these murky grey areas, how aggressive they want to be. It's kind of like when you're filing your taxes and your CPA says, "How aggressive do you want to be with the IRS? Do you want to push it a bit?"

There are no set ironclad rules in any of this, and if people say otherwise, it's more theory than practice. Rights holders, even guilds and unions, are all aggressively and anxiously working to establish set regulations, set procedures and rates, but they can't keep up with the new media. There are so many different uses, and so many different questions within each use, that it's impossible to standardize it at this particular point.

"While there are long-established rules and rates for, say, incorporating thirty seconds of *Man From U.N.C.L.E.* into a video, or classic moments from *Affair To Remember* into *Sleepless In Seattle*, the guilds, unions and studios hadn't figured out what to do about software. This leaves room for a lot of confusion, but also for a lot of creative negotiation."

I think it's in everybody's best interests not to have it standardized, because to do so puts limits on the developer's flexibility to be creative and to negotiate creatively. If I'm negotiating a project for a film and the actor's going to be watching a television show, then I have to go and follow set procedures and established rates—you can negotiate a little bit, but you pretty much need to stay in the guidelines.

But if I'm going to take a CD-ROM that's going to involve a television clip, I've got tons of flexibility in negotiation, because they don't really have set rates, and there's a lot of things that developers can offer in lieu of monetary compensation. They have to pay the strict guild and union fees, but for the copyright holders themselves, the actors themselves, or even the writers, there's a lot of things that can be offered that the developers just don't think about. With a photograph, maybe you're dealing with a photographer who does't get as much exposure as he or she would like, and just giving a credit listing, or an 800 number, or a Web site where people could see more of his or her work, is of tremendous benefit. It opens up a whole new audience.

Those kinds of things really keep this industry of new media technology and rights issues very creative, and work mostly to the developer's advantage. The only disadvantage, as I see it, is that developers can't open up a book and say, "This is what it's going to cost me" and budget ahead of time for every possible fee.

The Web essentially didn't exist when we talked last; we were talking essentially in terms of multimedia CD-ROMs at that point. Now people are so easily able to physically copy whatever they want from other people's Web sites that in many cases it doesn't even cross their minds that they're violating copyright law. What does that landscape look like from your point of view?

That's causing some real challenges on a couple of fronts, one being the rights holders—for example, the record labels and their music. They are not necessarily willing to license material, for example to radio Internet shows, or other types of Internet usage. The sound quality is now so incredibly high that people are going to have access to it and download it.

Kind of like the DAT/CD problems of a few years back.

Exactly. I find, in negotiating the deals, that is the primary concern. Not only are the labels worried about infringements on their rights, and not being paid or compensated through resale of their merchandise, but it may also violate the agreements the labels have with the artists themselves and the rights of the artists. Developers aren't necessarily aware of this.

I think it's really going to take litigation to resolve this. People generally aren't aware that an average person getting on a Web site and downloading all this material is infringing on the rights holder's rights, that you are not allowed to do that—you can peruse it and view it on the Internet and use it from that source, but downloading it without compensation or having permission to do so is an infringement.

Let alone downloading it and incorporating it in your own Web site, which is common practice!

Absolutely!

They say "Oh, they won't catch me," or "I'm a small fry, and it's not going to affect me." But what does affect you is that the volume of material that otherwise might be readily accessible on the Internet will be cut short, because nobody's going to want their material to be included.

It really limits everybody's ability to see a massive quantity of material. I deal with rights holders in Europe and they're terrified of this. They just say, "Forget it, we won't put our library and all of our information out here. Even though we're going to have a CD-ROM out, we don't want to have our artistry and our

new creations out on the Internet, either music or artwork or text, because it's just going to get stolen and incorporated in someone else's work, and it's not worth it to us."

So until there's some safeguards, it really is going to hinder the flow of communication, and that's really what the Internet was intended for.

In practical terms, everything that's on the Net seems to be treated as clip art by most of the population.

Right, and it's really going to take lawsuits like *Cubby v. CompuServe*, and the performance societies like BMI and ASCAP—this constitutes a public performance when you have music aired on the Internet—who finally say, "I'm going to go after certain people and make them an example and uphold the rights of our union members."

Unfortunately I think it's going to take litigation and arbitration and injunctions on a larger scale to set the tone and example. But I don't know whether that will prevent individuals from stealing that material and incorporating it into their own property.

But you know, three or four years ago people were taking material and using it as clip art for exhibition use in a new media technology. And they thought, "Ah, it's no big deal, I'm not that big and nobody's going to bother us," until task forces were set up with the unions and guilds to go to all these major trade shows and nail these people. It really started to move the saliency of this issue to the high ground.

Now people may not morally agree with this because they think it should be "free communication," but the result is that since you'd have to retain an attorney just to deal with the cease-and-desist orders, it's going to cost you money, so just for reasons of economics they stop.

So what interesting trends are you seeing?

I'm dealing a lot more with sports material and music. Before, I think, new media technology people were thinking in a more linear way, television and film clips or commercials. They weren't really thinking about being able to take Madonna's head and morph it to something else, and could you get permission from Madonna to have that be done?

The general trend I'm seeing in that regard is that people are much more receptive. The education level about what the Internet is has gone up so dramatically among celebrities and artists and writers that even if there is some fear associated with it, they're much more receptive to participating.

"They say 'Oh, they won't catch me,' or 'I'm a small fry, and it's not going to affect me.' But what does affect you is that the volume of material that otherwise might be readily accessible on the Internet will be cut short, because nobody's going to want their material to be included."

The other thing I've seen that's interesting is that we've been able to get even better rates this year than we were a year or two ago, because sports figures and actors have kids now that are into this whole thing, and they want to participate. Celebrities see being the voiceover talent on a Disney movie as *the* thing, because they've got children and they want to have that kind of product out there.

That's a real negotiating technique, and it's a skill developers can call upon—

Your kids will think you're cool if you do this!

Even in dealing with musicians, going to them and trying to get them to participate in the projects has been so much easier because of that factor. That's been a trend on the positive side.

The other trend has been the moral rights, which has been extremely important and is going to be really decisive in the coming years as people push that a little bit more for the Europeans.

Studios seem kind of reluctant to license some of their images. We did a story a couple of months ago on ILM and movie effects, and in that context we were able to run some great pictures that they'd sent us in the magazine. So now I get email from kids begging us to put those images of Draco on our Web site so they can download them, and of course we can't...

Right. In terms of special effects, the studios themselves are becoming much more conservative about what they let out, on grounds of "We're going to come out with our own multimedia product on this." Or "Our liability is too high. Even if you're going to clear all third-party rights, for these alterations and changes and so forth, our liability is still too high becuase we have an inferred regard for these rights."

If we want to use a clip from *Speed*, they say, "Oh no, that's impossible, because we're coming out with a sequel to that and it's going to give it overexposure."

The studios are definitely having a different angle on this, but when push comes to shove, we've been able to get things through. The technique is finding what can you give them that they can't readily get. Right now we're dealing with a project where the studio didn't want to participate, and I said, "Look, you've got this whole stock of videos that you're not selling very well; we'll take clips from those videos and this way people can purchase the videos and you'll get an immediate sale, most likely." They jumped on that.

They don't really know what they have, and although they claim high and low that they're going to be creating their own products, they really aren't, and the bottom line is they're losing a ton of money as a result of not participating in these kinds of projects.

Right. There are disadvantages to being too anal-retentive about this.

Absolutely. Being anal-retentive on this stuff is also the stalling tactic—"well, okay, we'll think about it"— and developers can't wait any longer.

In doing special effects for material that you're reusing, it's interesting that before when you wanted to make some changes, people were extremely leery about it. Now I'm finding out, when we go to a producer and say, "My developer client wants to make some changes in your material," they're saying, "That's okay, but can I participate?"

They want to learn more about the technology; they want to have access to it, or see what's involved in that process. Those are things that developers wouldn't even think about. They would never think that a big-time producer would even consider that, and maybe he's not the one who's going to come to you directly, but someone from his offices will, because they want to get involved in this. Like the DreamWorks companies that are branching out in so many different areas—they're looking in far broader terms than they were when you and I spoke last. People are starting to see the actual tangible value in the reuse of material.

continued on page 262

Finally, a Pentium 200 MHz Multimedia Notebook...

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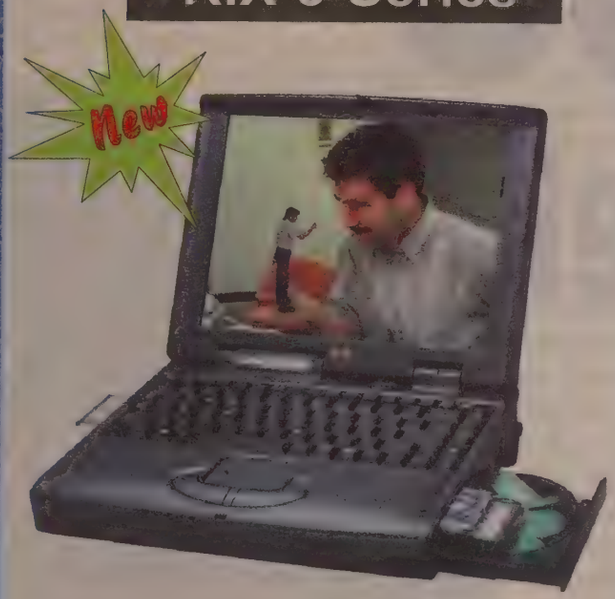

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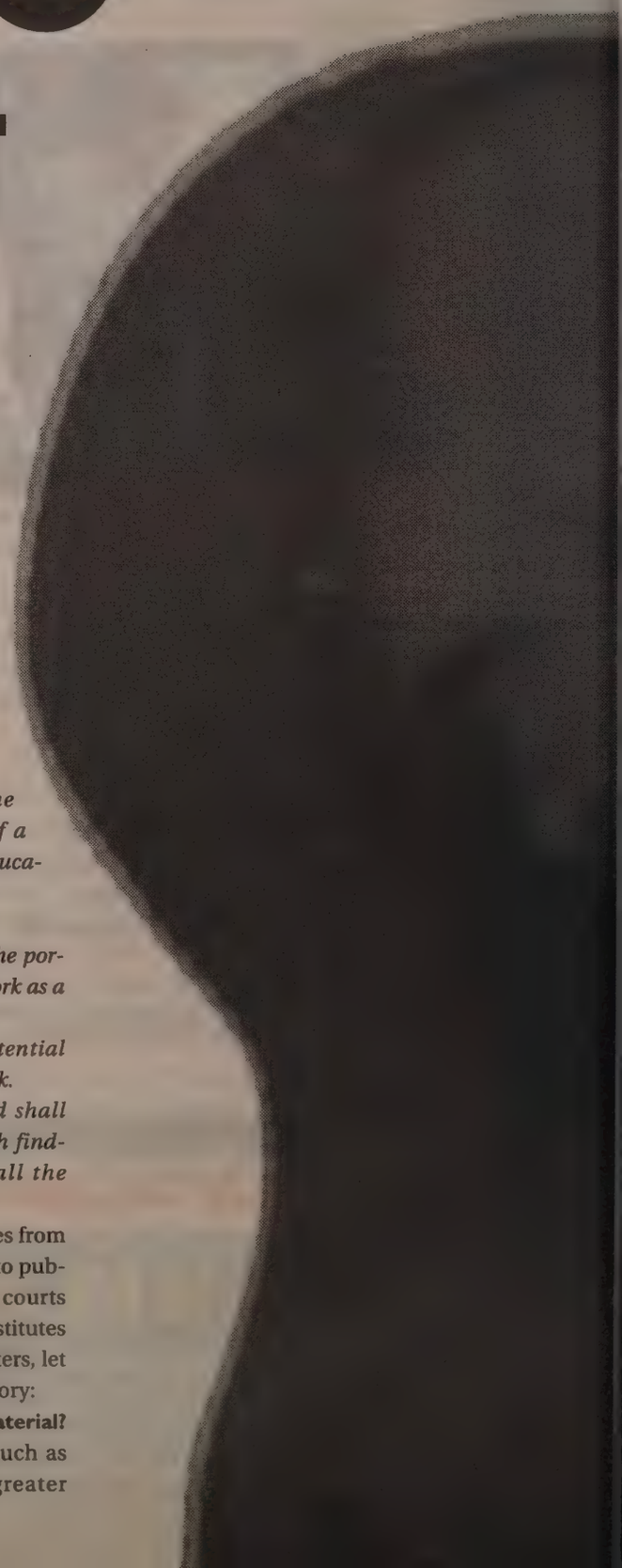
Fair Use And The Internet

Issues To Consider

By Ivan Hoffman



Don't you just hate it when attorneys say: "Well, it depends...?"

As electronic publishers, authors and other creators of intellectual property, as well as users thereof, we would like to have certainty when we use copyrighted material. When we decide we want to use some portion of another person's creative works, whether in hard copy world or on our Web site, or copying and pasting it into an email message, or posting it to a news group, the question arises: "Do I need permission to do so, or is the use 'fair use,' allowing me use it without permission?"

Perhaps no area of copyright law creates more uncertainty than that of "fair use." The copyright law itself recognizes several statutory categories of fair use, but the best advice would be to seek written permission before using the material. While that advice seems obvious enough, there are still a number of occasions when use is made of copyrighted material without obtaining that permission. The issue of what constitutes fair use remains unclear.

What The Law Says

The statute (17 USC section 107) says:

"Notwithstanding the provisions of sections 106 and 106A [17 USC sects 106, 106A] the fair use of a copyrighted work, including such use by reproduction in copies or phonorecords or by any other means specified by that section, for purposes such as criticism, comment, news reporting, teaching (including multiple copies for classroom use), scholarship, or research, is not an infringement of copyright. In determining whether the use made of a work in any particular case is a fair use the factors to be considered shall include—

(1) the purpose and character of the use, including whether such use is of a commercial nature or is for nonprofit educational purposes;

(2) the nature of the copyrighted work;

(3) the amount and substantiality of the portion used in relation to the copyrighted work as a whole; and

(4) the effect of the use upon the potential market for or value of the copyrighted work.

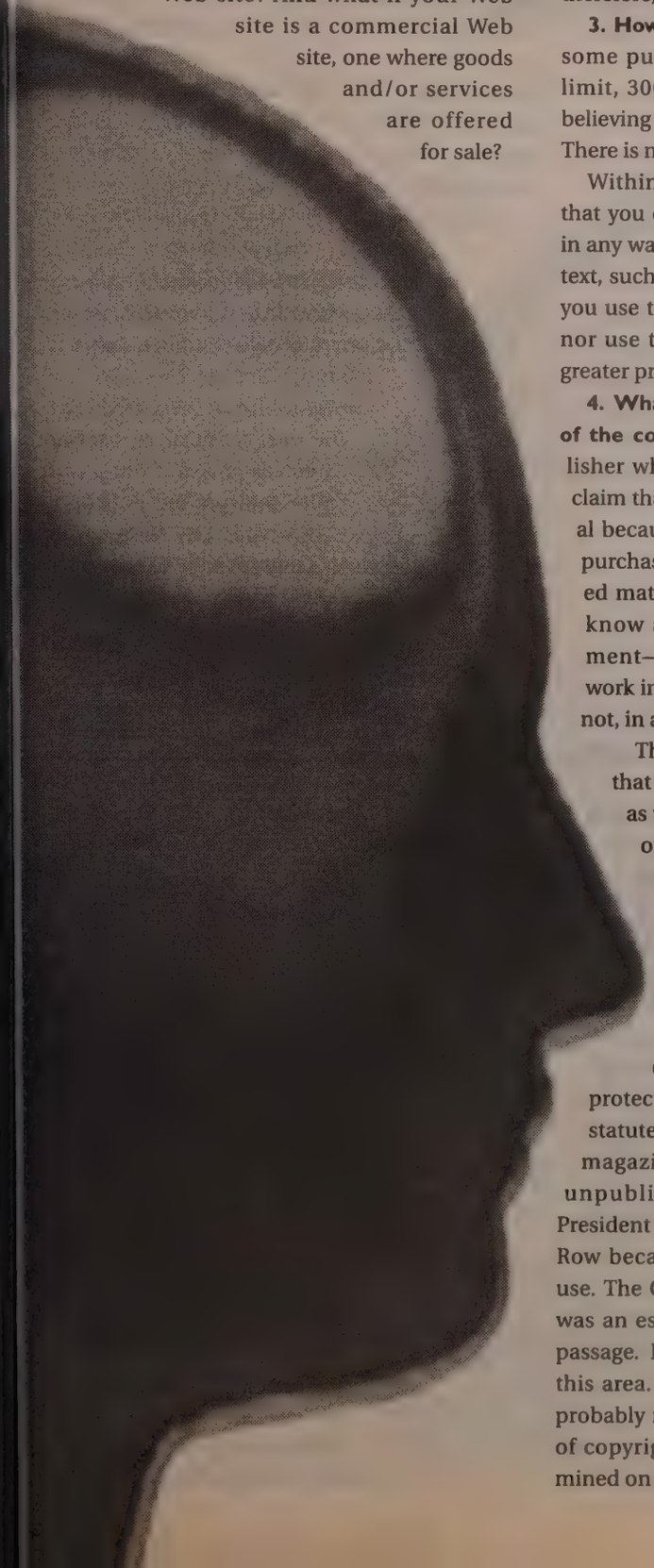
The fact that a work is unpublished shall not itself bar a finding of fair use if such finding is made upon consideration of all the above factors."

If you are using text, what is "fair" varies from time to time, and indeed from publisher to publisher. Since the general guidelines the courts use to make a determination of what constitutes "fair use" fall within these above parameters, let me offer a brief explanation of each category:

1. What is the intended use of the material? Is it beyond the statutory categories (such as scholarship, news etc.)? Perhaps of greater

importance, is the use for commercial or non-commercial ends? Now of course many publishers and authors publish and write books to make money, and some actually do. But this alone does not mean that usage of the material is not entitled to a "fair use" determination. This is merely one consideration.

On the Internet, for example, if you are merely posting to a news group to convey information, or sending the material to someone in email, perhaps no commercial usage is involved, although the other factors must still be considered. But what if you post it to your Web site? And what if your Web site is a commercial Web site, one where goods and/or services are offered for sale?



2. Is the material sought to be used fiction or nonfiction? More protection is accorded works of fiction and imagination than works of nonfiction. But even within this category, you may get different responses from different owners of the material.

In my own experience, when I was clearing uses for "The Tao of Love" and "The Tao of Money," some publishers decided that translations of ancient languages, such as translations of the Tao Te Ching, written some 2,500 years ago, were considered by them to be "poetry" and so no amount of usage qualified as "fair;" therefore, all of it had to be licensed.

3. How much of the work is used? Although some publishers or other owners fix a word limit, 300-350 words, do *not* be misled into believing any use within that word count is fair. There is no fixed rule here.

Within this category, some publishers say that you cannot use their copyrighted material in any way that is set apart from the body of the text, such as in an epigram or the like. Nor may you use the material on the cover of the work, nor use the material in any way that gives it greater prominence than the rest of the work.

4. What is the effect on the marketability of the copyrighted work? The author or publisher who uses the material certainly would claim that its use enhances sales of the material because readers might be inclined to then purchase the work containing the copyrighted material, on the grounds that they didn't know about it previously. But this argument—that simply using the copyrighted work in and of itself makes it "fair use"—does not, in and of itself, carry the day.

This also relates to the previous issue, in that if you use the material in such a way as to give it more prominence than in the original work, you may be depleting the value of the protected work.

The US Supreme Court, deciding a matter involving the band 2 Live Crew and their usage of the song "Pretty Woman," held that under certain circumstances even a commercial usage may fall within the protection of the "fair use" provisions of the statute. On the other hand, when *The Nation* magazine quoted 300-400 words from the unpublished autobiography of former President Ford, it was held liable to Harper and Row because this was deemed not to be fair use. The Court found that what they had used was an essential element of the book and the passage. In short, there are no concrete rules in this area. Whatever you may have believed is probably not a reliable guideline, and each use of copyrighted material is going to be determined on its own merits.

"Whatever you may have believed is probably not a reliable guideline, and each use of copyrighted material is going to be determined on its own merits."

"Fair Use" In Trademark Law

It is also worthwhile to note the existence of a "fair use" doctrine when it comes to trademark law. The issues that must be resolved, while generally dealing with the same sort of impact on the ownership of the original mark, are phrased somewhat differently, because the protection of trademarks depends upon the likelihood of confusion in the mind of the public as to the use of the mark. Thus, when determining whether the use of a trademark is protected by the "fair use" doctrine, courts focus on these issues:

1. The product or service in question must be one not readily identifiable without use of the trademark. (In other words, the mark is such that you cannot refer to it without using it. You could not refer to Windows 95 without using the mark, for example.)

2. Only so much of the mark may be used as is reasonably necessary to identify the product or service. (This relates to the extent of use, similar to the category #3 issue in copyright law, above.)

3. The user must do nothing that would, in conjunction with the mark, suggest sponsorship or endorsement by the trademark's owner. (This is the heart of the matter, since it relates to the likelihood that a consumer is going to be confused as to the potential endorsement of the mark's owner.)

The lesson: When in doubt, get a license. ■

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Software Patents:

Vendors Rush To Protect Innovations

By Richard H. Zaitlen, Esq. & Wendy Yang, Esq.

Software and biotechnology are the two fastest growing areas of technology. Software has become increasingly important to the US economy—in 1994, the US supplied 74% of the world's packaged software technology, valued at $47.6 billion. Despite the critical importance of the software industry to the US economy, however, there has been a great deal of uncertainty regarding its legal protection.

Biotechnology innovations have been much more effectively protected than those on the software side. Even genetically engineered mice have been deemed to be patentable subject matter. Unfortunately for the software industry, however, there has been a narrowing of copyright protection. In 1992, the federal circuit appeals court in *Computer Assoc. Int'l. Inc. v. Altai* held that other than the copying of the literal elements (i.e., the object codes and the source codes) of a computer program, copyright offered relatively narrow protection for software. In other words, there is very narrow copyright protection for the structure, sequence, and organization of software.

In February of this year, the Supreme Court affirmed (by an equally divided court) the appeals court's decision in the famous *Lotus v. Borland* case. There, the federal circuit appeals court held that the command menu hierarchy of the Lotus 1-2-3 spreadsheet program is not copyrightable because it is a method of operation. In both of these cases, the opinions strongly suggest that what the plaintiffs were really seeking was protection and falls within the arena of patents—not copyrights.

The conclusion is clear: the software industry cannot look towards copyright to adequately protect its valuable assets. The good news, however, is that alongside the narrowing of copyright protection for software, there has recently been an expansion of patents for such technology. Indeed, what is now considered to be patentable (e.g., software relating to business methods, financial management and the like) would have been rejected by the Patent and Trademark Office (the "PTO") only a few years ago as being unpatentable subject matter.

Growing Importance Of Software Patents

In light of the limited protection afforded by the copyright laws, the software industry is turning to the US Patent System to protect its valuable assets.

Aside from software patents issued to large companies, relatively few software patents were issued before the 1990s. For example, in 1987, only 1,774 software-related patents were issued, because until 1994, the patentability of software was not clear. In 1994, however, the federal circuit began to render decisions that expanded the coverage for software, starting with *In re Alappat*. The federal circuit held in *Alappat* that a "general purpose" computer operating pursuant to a computer program to perform specific functions constitutes patentable subject matter.

The court reasoned that a computer program creates a new machine because a general purpose computer becomes a special purpose computer once it is programmed pursuant to specific instructions from the computer program. The *Alappat* decision had the effect of forcing the PTO to clarify the law.

Immediately after *Alappat*, the federal circuit then rendered a decision on data structures. In *In re Lowry*, the federal circuit held that a data structure which imposes a physical organization on data is patentable subject matter. The federal circuit reasoned that the data structure at issue involves an organization of information and not mere information; thus, data structure is patentable subject matter.

The Guidelines

Faced with these holdings, the PTO revised its procedures for evaluating software patents and recently promulgated a final version of guidelines for computer-related inventions (the "Guidelines") which became effective on March 29, 1996. Patent examiners reviewing software patents are supposed to follow these Guidelines.

It should, however, be noted that the Guidelines do not have the force and effect of law. Hence, if a patent examiner fails to follow the Guidelines in examining an application, the Guidelines cannot form the basis by which

The Only Game In Town?

the applicant can appeal or petition the examiner's decision. Rather, it is the substantive law embodied in the Guidelines which form the basis of the examiner's rejection that is appealable.

Still, the fact is that the PTO is issuing computer-program based patents in ever increasing numbers. There is compelling evidence that patent examiners have taken what the federal circuit has said regarding the patentability of such invention to heart.

Generally, the Guidelines provide that claims on data structures and computer programs are patentable subject matter, provided that the data structures and computer programs are claimed as encoded on a computer-readable medium. The Guidelines label data structures and computer programs "functional descriptive materials" because they can cause a computer to function when encoded on a computer-readable medium. Absent being encoded on a computer-readable medium, the functionality of the data structures and computer programs cannot be realized.

The Guidelines label music, literary works, mere arrangements of data, and the like "non-functional descriptive materials." Such non-functional descriptive materials are unpatentable subject matter under the Guidelines. The rationale is that even if these materials are encoded on a computer-readable medium, they cannot cause a computer to function. For example, music does not impart function to data or a computer.

The Guidelines also follow well-established decisions holding that a mathematical algorithm representing a law of nature, a natural phenomenon, or manipulation of an abstract idea is unpatentable subject matter. A patent may not pre-empt a law of nature or a natural phenomenon. Similarly, an abstract idea is unpatentable subject matter because it is not a practical application of the idea.

According to the Guidelines, a process claim that is comprised solely of mathematical operations is unpatentable subject matter regardless of whether it is performed on a computer. For process claims, the Guidelines distinguish between inventions that require activity outside the computer and those that merely specify computer operations. Those requiring activity outside the computer generally fall into what is referred to as a "safe harbor" and are patentable subject matter. Those not so limited are unpatentable subject matter unless the claim language includes a practical application.

The "safe harbor" process claims are claims that require either pre-computer or post-computer physical process activity. A "safe harbor" pre-computer physical process activity requires three criteria:

1) the measurements of physical objects or activities to be transformed outside of the computer into computer data,

2) where such data are comprised of signals that correspond to physical objects or activities external to the computer system,

3) and the process causes a physical transformation of the signals, which are the intangible representations of the physical objects or activities.

An example is a method of using a computer processor to electrically monitor the heart to produce electrical signals and processing those electrical signals to predict a person's vulnerability to ventricular tachycardia immediately after the person suffers a heart attack. In this example, 1) heart activity, a physical activity, is measured and converted into computer data; 2) the heart activity that the data correspond to is physical activity external to the computer system; and 3) physical transformation occurs when the heart activity is measured and electrical signal is produced.

A safe harbor post-computer physical process activity requires

1) performing physical acts outside the computer,

2) independently of any steps to be performed by the computer

3) such that the physical acts involve manipulating a physical object

4) so as to change its physical attribute or structure.

An example is a method of controlling via a computer a mechanical robot. In this example, the robot 1) performs physical acts outside the computer 2) independently of and after any steps to be performed by the computer, and 3) the physical acts involve manipulation of the robot, a physical object 4) so as to change the robot's movement and position.

A third way that a computer process can constitute patentable subject matter is if the process claimed is a practical application of an abstract idea or a mathematical algorithm, and not mere manipulation of the abstract idea or the mathematical algorithm. For example, a computer process that calculates a mathematical algorithm that models noise is unpatentable subject matter. On the other hand, a process that digitally filters noise by using the mathematical algorithm is patentable subject matter.

Examples Of Recent Patents

As noted above, the PTO is issuing numerous software based patents covering a wide scope of subject matters.

The most popular types of software patents that are issuing are computer controlled processes, the application of mathematical algorithms, computer-implemented business methods and systems, and the human-computer interface.

Computer implementation of methods of doing business patents and Internet software patents are among the more interesting types

of patents. The PTO does not consider methods of doing business to be patentable subject matter, per se. Nevertheless, a computer-implemented system useful in business may be patentable.

For example, Merrill Lynch has a patent on a computer-implementation of a brokerage-cash management system. The patent issued in 1982, at which time Merrill Lynch had been offering its Cash Management Account, combining the margin brokerage account, money market funds, and a charge/checking account. Paine Webber sought a declaratory judgment of invalidity, arguing that the patent did not recite patentable subject matter. The court, looking to the operation of the program on the computer, held it to be patentable, stating that the claims taught a method of operation on a computer to effectuate a business activity.

Other examples of methods of doing business software patents which are now being issued by the PTO are:

- method of managing layout of goods;
- method of processing data in a banking terminal employing the total-first handling technique;
- system for the operation of a financial account;
- money exchanging machine for exchanging first and second nations' currencies by sorting, storing and paying out the currencies;
- self-implementing pension benefit system,
- order entry and inventory control method;
- method and apparatus for evaluating a potentially insurable risk;
- method and apparatus for reporting customer data.

While Internet "users" may consider the system essentially "free," the PTO has issued numerous Internet-related patents. Indeed, most of the basic building materials used to construct the "information superhighway" in the Internet have been or are in the process of being patented. For example, infrastructure patents that have already been issued by the PTO are:

- information access—how users access the Internet;
- marketing—how information is marketed to users;
- information management—how users select and organize information;
- digital contracting—how buyers and sellers consummate a commercial transaction;
- security—how the authenticity, integrity and privacy of the transaction or information are assured;
- information delivery—how information moves across the Internet;
- payment systems—how purchases (or rentals) are paid for;
- order fulfillment—how tangible goods orders are executed.

"E-data estimates that there are 75,000 potential companies that it can sue, and right now is suing forty-three for patent infringement, among them CompuServe and McGraw-Hill."

Patents on the Internet have had, and will continue to have, wide-ranging effects. A case in point is the Freeny Patent, owned by E-data Corporation. That patent, according to its owner, covers virtually every transaction that will be made over the Internet such as downloading music on-demand or archiving magazine clips.

Again, according to E-data, the patent covers a process in which digital data is purchased and embedded, electronically recorded in some way, so the information can be reproduced at a point of sale from a host computer. The purchaser requests the product by fax or computer, payment is verified, and the seller transmits the data.

Or, the data may be delivered on a disk or CD-ROM such that, after payment, the data is unlocked with a code that the seller transmits electronically. Software, fonts, images, music, video, and sheet music soon may be available in these ways, and thus subject to licensing fees, according to E-data.

The Freeny patent was originally obtained by Charles Freeny in 1985; he in turn sold it for $200,000. E-data estimates that licensing fees will be owed on $20 billion of digital transactions by the year 2000. E-data is charging licensing fees ranging from $5000 to $40,000, depending on a company's net earnings. Some companies have already opted to pay licensing fees. Among them are IBM and Adobe Systems Inc.

E-data estimates that there are 75,000 potential companies that it can sue, and right now is suing forty-three for patent infringement, among them CompuServe and McGraw-Hill.

A particularly hot patent application still in the PTO is one filed by Michael Doyle of Eolas Technologies. The patent, if it issues, would cover all Internet applets. Applets are mini-programs stored on the Internet for computer users to download and run with a browser.

Such a patent could have a tremendous effect. Sun Microsystems markets a programming language called Java to create applets. Netscape, Microsoft, Oracle, and others make browsers that run applets. Numerous other companies are using applets to create such things as scrolling stock and sports tickers, 3-D animations, spreadsheets and programs that draw information from databases.

The Rush To Patent

Recent cases affirming the patentability of software in many situations, coupled with the PTO's recent willingness to issue such patents, has had the expected result of increasing the number of software patent applications being filed.

Indeed, patents may be the best form of protection available. In 1995, the PTO received 11,714 software patent applications, up 24% from a year earlier. Furthermore, the limits on copyright protection of software may mean that software patent applications will likely increase again this year.

The US software industry, from start-up companies to Microsoft, has to recognize that the US Patent System not only protects their valuable assets, but also enables them to gain leverage in licensing and securing a unique, dependable position in a very competitive market. ■

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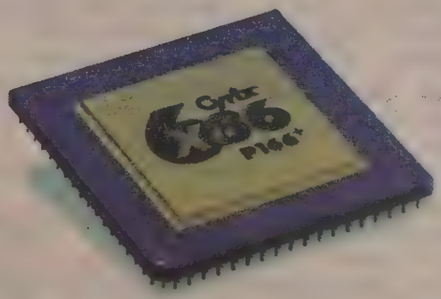

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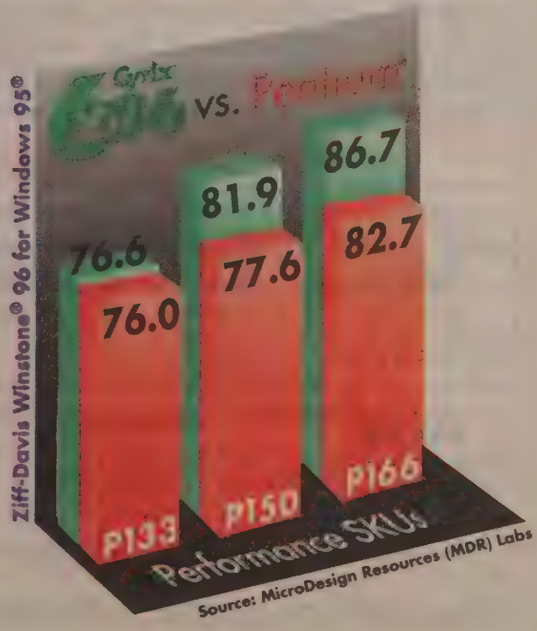

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The Case Of The MISSING Mac Software

New Apple Promotion Highlights Third-Party Titles; Plus BMUG Updates

BMUG • By David Morgenstern

This month the BMUG column hits the road, or rather its writing site shifted from my apartment to a coffee shop. The combination of an early editorial deadline for the copy and the pressing need of our car for new whitewalls caused me to pack up the PowerBook and take a crosstown trip to the tire store. I then hiked about a dozen blocks to a java joint.

Sitting in a chic urban setting while using the Macintosh operating system on a color notebook display and sipping a café latté is a world-class combination. But with a rickety table to hold the PowerBook, as well as a berry scone, I was lucky not to spill the coffee into the keyboard. One of the standard hazards of on-the-go computing.

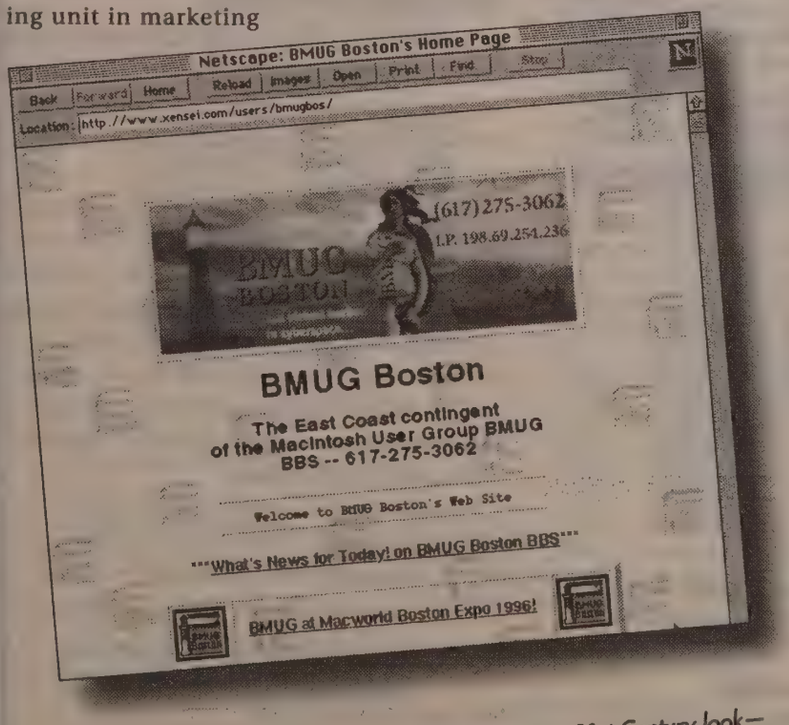
The sunny venue isn't preventing me from giving you plenty of tips and news of events around the Mac world. Onward.

Get With The Program

The public's wavering confidence in Apple's corporate health and the future of the Mac platform is still bedeviling the Cupertino company. Some people feel that one or the causes for this concern is the trouble users sometimes have in finding Mac software, especially in the large superstores.

There's a plenty of Mac software titles available, however much of it is sold primarily in Mac-only stores, or via mail-order catalogs. New users or potential users don't necessarily know this fact and when they wander into stores dominated by Windows computers and software, they question the Mac market.

Even in these large stores, there are many more Mac programs available than rest on the shelves of the small Mac section. The titles are hiding behind Windows clothing: many vendors package both Mac and PC versions of a software title in a single box (this is called a stock-keeping unit in marketing lingo). The vendors also can put both versions on the same "hybrid" CD-ROM. Unfortunately for Mac users, the programs are placed on the PC shelves.



The BMUG Boston Web site has Venus wearing a 21st Century look—a BMUG tie-dyed t-shirt.

Apple this fall will start its "All Great Software Wears this Face" promotion in some of these stores. Instead of pushing its own software, the campaign will highlight third-party titles.

Apple will place banners, posters, and floor decals that point out that the programs Mac users want may be in the Windows section. The materials will remind people of the blue Mac OS logo and point them to certain hot hybrid titles in the store.

In addition, the company will have a toll-free number—1-800-500-4862—that gives the names of nearby Mac software stores, information about mail-order companies, or a fax-back list of some products.

Apple has also added a new Web page for Mac software; the address is *http://www.macsoftware.apple.com/* . The site will have information about over 12,000 third-party Macintosh products, Apple said. The page will also describe software that is not sold in stores, such as scientific and technical applications.

There are Mac applications or database/spreadsheet templates for almost any task—from dog grooming to dental office management. But people don't know how to find the specialty software.

Another such Web site was recently formed by AIMED, the Association of Independent Macintosh Engineers and Developers. It provides a database for some products and links to member pages. The site is at *http://aimed.org.aimed/*.

Of course, all the marketing programs in the world will not stop the familiar nonsense found on the shop floors.

Scott Beamer, BMUG's longtime business-software guru, recounted the tale of a recent visit to a superstore. He overheard a salesman talking to some new Mac owners about spreadsheets—the sales guy didn't know of any. "If only they had a program like Microsoft Excel," he said.

Beamer added his two cents to the conversation and said that Excel did run on the Mac. The salesman said Scott was right, of course—users could run the Windows version under Insignia Solutions Inc.'s SoftWindows 95 emulator software!

It's a topsy-turvy world that forgets that Microsoft Excel was offered first—more than a decade ago—on the Macintosh. The Windows 1.0 version of Excel didn't ship until sometime in 1987. Sigh.

With a rickety table to hold the PowerBook, as well as a berry scone, I was lucky not to spill the coffee into the keyboard. One of the standard hazards of on-the-go computing.

Hanging In There

In late September, the Boston Computer Society folded its tents. The group had thousands of members, groups for almost all computer platforms, several bulletin board services (BBSes) and many Special Interest Groups.

In a press release, Arthur Nelson, chairman of the board, said, "The Boston Computer Society has succeeded in its original mission of helping thousands of early adopters and new users understand and use computers. For almost twenty years, the BCS has occupied a pivotal and influential position in the history and growth of personal computers, both in this community and nationally."

However, insiders said the organization kept losing money and had tied itself to an expensive office and administrative structure.

BMUG has had a First Class BBS in Boston for many years and our East Coast group recently created its own Web page. It also will now hold local meetings.

To BMUG, the work of helping people with their computers is as critical now as it was

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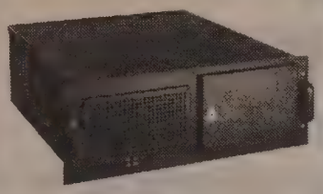

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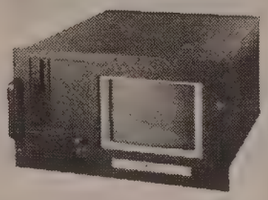

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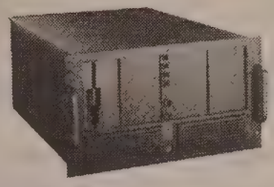

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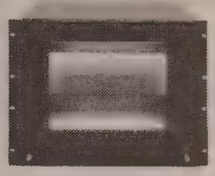

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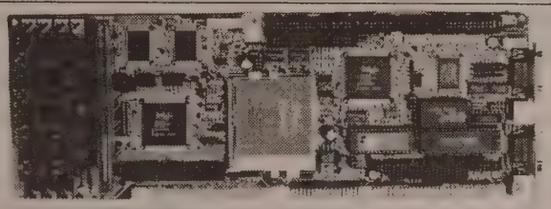

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twelve years ago when we held our first meeting. Have users stopped having problems? Are there fewer users and fewer difficulties? No way!

Nowadays, the technical and support situation for Mac users is much more difficult than it was years ago; there are several generations of hardware and software that need support; and there are also more new users buying systems, who hold some unrealistic expectations of what a computer can do (or what their model can do).

Another critical issue for our community today is the growing polarization of computer haves and have-nots. This is not just due to the still-high costs of computers—Macs and others; it is also because most computers and peripherals are still too hard to set up and use reliably for many non-technical people.

It's a topsy-turvy world that forgets that Microsoft Excel was offered first—more than a decade ago—on the Macintosh. The Windows 1.0version of Excel didn't ship until sometime in 1987.

Our group has always accepted donations of older Mac hardware and found homes for them; this effort is increasing. In addition, Ann Wrixon, BMUG's director, is expanding our connections with other non-profit organizations.

While many users can get somewhat overinvolved with their silicon companions, BMUG has found that computers can be a great way to bring people of different political, social, and age backgrounds together. With the pressures in our current society seeking to divide people, BMUG provides a daily lesson that users can find a place that lets them help and learn from each other.

Here's a brief pitch: if you or your company can help BMUG with a donation (cash or services), please send a message to Colleen Miller at *colleen_ miller@bmug.org* . Any assistance will be gratefully accepted. Thanks.

Bytes And Pieces

Here are a few items from Planet BMUG, our BBS service, around the Net, and my stream of consciousness:

• BMUG and other user groups often sell paraphernalia to support themselves. CD-ROMs of shareware and other programs were popular sellers; however, over the past couple of years, the sales have fallen off. This is due to the increased use of the Internet.

Many people believe that it's cheaper to download software and they can get more recent versions from the Net than from a CD. But as we discovered years ago with Planet BMUG, the more you rely upon something, the more unreliable it becomes.

When we understood that the online service was influenced by lunar cycles and Star Trek episodes, we were rather forgiving when it failed. But as its reliability increased, our patience was tried with each crash and failed message or download.

The same psychology is now true for current Internet services. Everyone on the Net keeps running into downtimes, terrible transfer rates, overloaded servers, and reduced productivity while recovering from crashes due to Web browsers and odd-ball plug-ins. And we keep coming back for more.

How many hours in a month would we total if we counted up the minutes waiting for some Java applet to run or Web graphic to load? Perhaps this time has a cost.

When the Web is acting up, the "slow" data transfer speeds and convenient access of CD-ROMs can look pretty good. Now may be a good time to take another look at commercial CD database titles of frequently accessed information as well as the software collections in BMUG's disc catalog.

• Judy Stern and Robert Lettieri, two of BMUG's several multimedia gurus, have created a Web page with news on QuickTime and related products. It also includes a weekly how-to tip that shows off some cool feature. The duo said the page is aimed at beginners, but also has good information for advanced users.

Judy and Robert's Little QuickTime Page is at *http://www.bmug.org/Services/qt* .

• Apple and third-party utilities make it easy to turn on and off extensions and control panels. Thank goodness, since in the past you had to go into the System Folder and move them one by one. However, it's also easy to turn off something you might actually want on.

Case in point: WorldScript Power Adapter, an extension for Power Mac systems. Most of us would figure the component relates to Apple's WorldScript I and II support for non-Roman languages, such as Japanese and Chinese. But the extension is also used for English language files. It holds the PowerPC-native code for a number of text-handling operations and if it's turned off, the Mac will use emulated code that's slower.

• Here are some interesting figures. According to Ontrack Data Recovery Inc., only 7% of data losses in the PC market occur from computer viruses. I'm sure that the figure is lower for the Mac, since our platform has fewer viruses overall, and few Mac viruses are really malicious.

In addition, the company said that human error accounts for 32% of all data losses. This certainly highlights the need for regular backups and archives.

Safe data habits such as frequent Save commands and backups must be incorporated into each of our computing habits. It should be taught to children, just like looking both ways when crossing the street. ■

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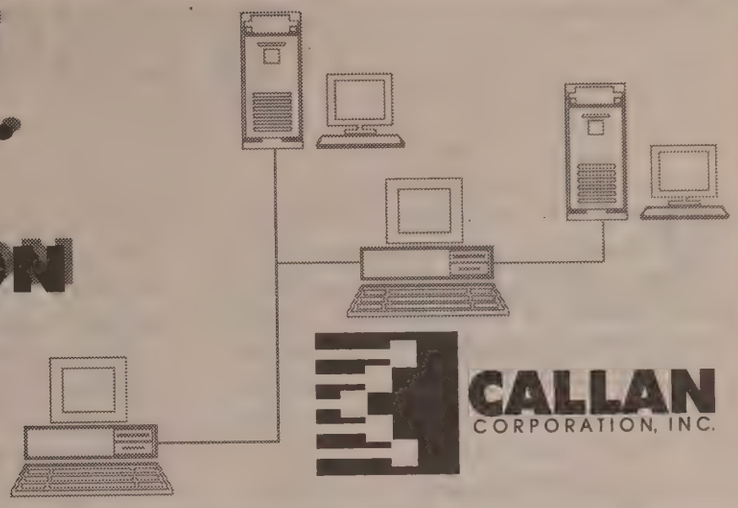

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What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684, ext. 8.

The BMUG Office, 2055 Center St. (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too*, and the *BMUG PD-ROM*.

Planet BMUG and BMUG Boston are graphical user interface FirstClass bulletin board systems, offering the latest in shareware, as well as news, private email, rumors, etc. With our 18-line capability, you can have access to BMUG almost 24 hours a day. It's easy to use, fun, and a great resource.

BMUG can be found on most online services. BMUG can also be reached through the Internet network at *UG0001@applelink.apple.com* .

To get some further information about BMUG please write to: BMUG, 1442A Walnut St., #62, Berkeley, CA 94709. If you prefer to phone our business office, call (510)549-BMUG, or fax (510)849-9026.

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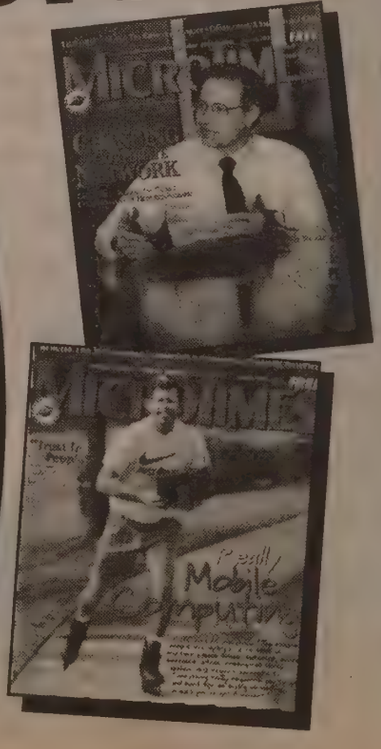

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Atlantis P-166/256K Pipeline PCI	625
Atlantis P-150/256K Pipeline PCI	500
Atlantis P-133/256K Pipeline PCI	440
Atlantis P-120/256K Pipeline PCI	400
Atlantis P-100/256K Pipeline PCI	370
Endeavor P-166/256K Pipeline PCI	570
Endeavor P-150/256K Pipeline PCI	460
Endeavor P-133/256K Pipeline PCI	412
Endeavor P-120/256K Pipeline PCI	350
Endeavor P-100/256K Pipeline PCI	335
Intel Triton P-200/256K Pipeline PCI	670
Intel Triton P-166/256K Pipeline PCI	488
Intel Triton P-150/256K Pipeline PCI	382
Intel Triton P-133/256K Pipeline PCI	315
Intel Triton P-120/256K Pipeline PCI	265
Intel Triton P-100/256K Pipeline PCI	242
486DX5-133/256K AMDPCI +IDE I/O	120
486 DX4-120/256K AMD/PCI +IDE I/O	118
486DX4-100/256K AMD/PCI +IDE I/O	115
486DX4-100/256K INTEL/ PCI+IDE I/O	150
486 DX-33/256K INTEL PCI+IDE I/O	99

TUCSON SYSTEMS

- **Intel Tucson(Triton II)** PCI
- 256K Pipelined Burst Cache
- **16 MB EDO 60ns RAM**
- TEAC 1.44 Floopy Drive
- **1.2 GB IDE Hard Drive**
- EIDE PCI built-in I/O 16550
- Matrox Millennium PCI w/ 2MB WRAM upgrade to 4,6,8
- ATX Medium Tower 235W
- Keytronic Win95 keyboard
- Microsoft PS2 Mouse w/ Pad
- **TOSHIBA 8X CD-ROM**
- YAMAHA Sound 16 bit
- **US Robotics 33.6** faxmodem
- 180 Watt Speakers
- Free CPU Cooling Fan
- **Windows 95** full version CD (Monitor not inclued)

Pentium® Processor	
200 MHz	$1739
166 MHz	1559
150 MHz	1458
133 MHz	1400
120 MHz	1349
100 MHz	1333
75 MHz	1305

MARL SYSTEMS

- **Intel Marl (Triton II)** PCI
- 256K Pipelined Burst Cache
- **16 MB EDO 60ns RAM**
- TEAC 1.44 Floopy Drive
- **1.20 GB IDE Hard Drive**
- EIDE PCI built-in I/O 16550
- **Diamond Stealth 64PCI w/ 2MB VRAM upgrade to 4MB**
- ATX Medium Tower 235W
- Keytronic Win95 keyboard
- Logitech Mouse w/ Pad
- **TOSHIBA 8X CD-ROM**
- Creative Labs SBlaster 16
- **US Robotics 33.6** faxmodem
- 180 Watt Speakers
- Free CPU Cooling Fan
- **Windows95** full version CD (Monitor not inclued)

Pentium® Processor	
200 MHz	$1719
166 MHz	1539
150 MHz	1438
133 MHz	1380
120 MHz	1329
100 MHz	1313
75 MHz	1285

ENDEAVOR SYSTEMS

- **Intel Endeavor** PCI MB
- 256K Pipelined Burst Cache
- **16 MB EDO 60ns RAM**
- TEAC 1.44 Floopy Drive
- **1.2 GB IDE Hard Drive**
- EIDE PCI built-in I/O 16550
- **Cirrus Logic 64 PCI MPEG w/2MB DRAM**
- 14" .28 Non-in Monitor
- Mini Tower w/LED 230W
- 104 Win95 keyboard
- Logitech Mouse w/Pad
- **Creative Labs 8xCD-ROM**
- **28.8** faxmodem
- Sound Blaster 16 vibra
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- **Windows 95** full version

Pentium® Processor	
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166 MHz	1497
150 MHz	1395
133 MHz	1302
120 MHz	1260
100 MHz	1241
75 MHz	1213

Best Buy Systems

- **Intel Triton VX** PCI MB
- 256K Pipelined Burst Cache
- **16 MB EDO 60ns RAM**
- TEAC 1.44 Floopy Drive
- **1.2 GB IDE Hard Drive**
- EIDE PCI built-in I/O 16550
- **Cirrus Logic 64 PCI MPEG w/2MB DRAM**
- 14" .28 Non-in Monitor
- Mini Tower w/LED 230W
- 104 Win95 keyboard
- Logitech Mouse w/Pad
- **Creative Labs 8xCD-ROM**
- **28.8** faxmodem
- Diamond Stereo Sound 16
- 180 Watt Speakers
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- **Windows 95** full version

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166 MHz	1417
150 MHz	1315
133 MHz	1252
120 MHz	1210
100 MHz	1191
75 MHz	1163

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32 MB 60ns (8x32)EDO	190
32 MB 60ns (8x36)	220

30 PINS MEMORY

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4 MB 60/70ns 30 PIN (4x9 - 9 chip)	40

CONTROLLERS

IDE ISA w/I/O	10
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EIDE Vesa LocalBus w/ I/O	15
EIDE VLB w/ I/O high speed 16550	20
Dual Printer port card	10
Adaptec 1542CF /CP ISA	150
Adaptec SCSI 2940U /2940UW PCI	180/235
Adaptec 3940 DUAL SCSI PCI	240

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Quantum 1.08 GB/ 1.20GB EIDE	170/200
Western Digital 1.20 GB/ 1.60 GB	195/225
Western Digital 2.10 GB/ 2.50GB	280/310
Seagate 2.10 GB EIDE	270
QUANTUM Atlas 32150w 8ns. Wide SCSI	490
IBM 2.10 GB SCSI/Wide SCSI	350/360

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104 WIN95 keyboard	13
Mitsumi 104 WIN95	15
Keytronic WIN95	24
Color 104 win95 keyboard	20
Focus 2001/Focus 7200 w/ Trackball	28/35

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Impression 3 plus 14" .28 Non-in	220
Impression 5 plus 15" .28 flat	285
Impression 7 plus 17" .28	510
Sony 15SX1 15" monitor	369
Sony 15SF2 15" monitor	455
Sony 17SF2 17" monitor	755
Mag1595 / 1795	345/585
Mag DX15T / DX17T	390/655
Hitachi CM1711 17" monitor	790

VGA

Cirrus Logic 64 PCI 1mb/2mb w/MPEG	40/55
S3-765 SVGA 64 bit PCI 1mb/2mb	45/60
Matrox Millennium PCI 2mb/4mb	180/260

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Stealth 64 PCI 1mb/2mb	65/80
Stealth 64 3D EDGE Multimedia PCI	140
Stealth 64 3D 2000 PCI 2mb EDO	110
Stealth 64 PCI 2M/4M VRAM	160/260
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Colorado T-1000 800MB W/Tape	135
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SoundBlaster 16 IDE Creative Labs PNP	70
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4X SCSI CD-ROM	85
NEC 4X IDE CD 4X4 CHANGER	85
CREATIVE 8X SPEED IDE	105
SONY 8X SPEED IDE	105
TOSHIBA 8X SPEED IDE	115

CASES

Mini Tower Case w/LED 230 Watt P.S	34
Super Mini Tower Case w/LED 230 Watt P.S	45
Desktop AT case w/LED 230 Watt P.S	40
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US ROBOTICS WinModem 28.8 PNP	95
US ROBOTICS 28.8/33.6 PNP (internal)	140
US ROBOTICS 28.8/33.6 PNP (external)	159
US ROBOTICS Fax/Modem 28.8 w/voice	160

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3com 3C509BC ISA Combo	90
3com 3C590TPO PCI	105
3com 3C590C PCI combo	150
16-bit ethernet combo PNP-ISA	30
32 bit Ethernet combo PNP- PCI	40

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- Impression 14" SVGA .28 NI Monitor
- Mini Tower Case LED w/230W P.S.
- 104 Win 95 keyboard *Logitech Mouse w/ Pad

486DX5-133/256K AMD	662
486DX4-100/256K AMD	655
486DX-33/256K Intel	660

BENiTEK PENTIUM SYSTEMS

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- Intel Pentium® CPU w/ Cooling fan
- 16MB RAM installed 72 pin
- 1.44 Teac Floopy Drive
- 850 MB IDE Hard Drive
- EIDE PCI w/ I/O 16550 controller built-in
- Cirrus Logic 64 PCI w/ 1MB
- 14" SVGA .28 Color Non-IN Monitor
- Mini Tower Case w/LED w/230W P.S.
- 104 win95 keyboard
- Logitech Mouse w/ Pad

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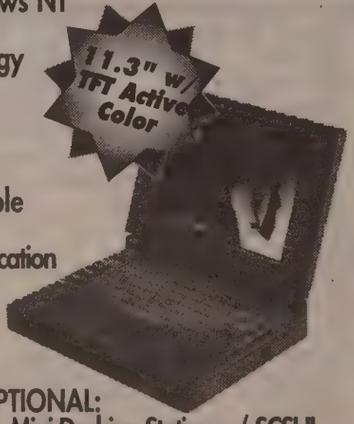

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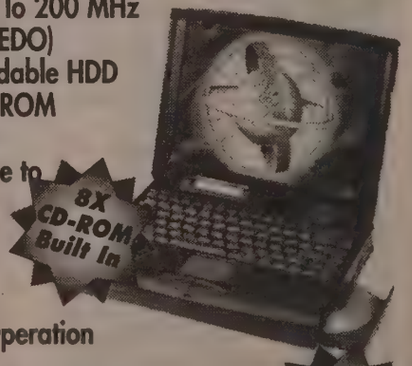

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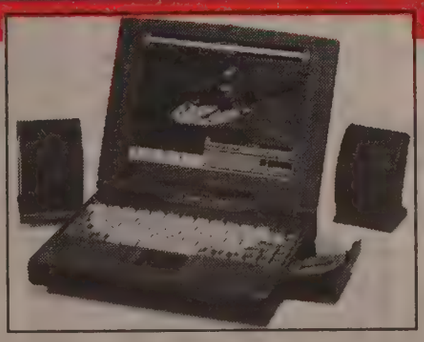

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- Impression 17" .28 1280x1024 Monitor
- Diamond Stealth 3D 2000 PCI 2MB EDO RAM
- Teac 1.44MB Floppy Drive
- 8X EIDE Internal CDROM
- Sound Blaster 32
- Yamaha Yst-M7 speaker
- KeyTronic 104 Enhanced KB
- Logitech Mouse w/ Pad
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- 16MB EDO 72-Pin Simm 60ns
- 2.0GB 11ms EIDE Hard Drive
- 15" SVGA .28 Flat Screen Monitor
- Diamond Stealth 64 Video PCI Graphic Card w/2MB EDO RAM
- Teac 1.44MB Floppy Drive
- KeyTronic 104 Enhanced KB
- Logitech PS/2 Mouse w/ Pad
- Built in PCI EIDE Controller 4HD/2FD
- 2 Serials (16550 UART) & Parallel Port
- ATX Med Tower Case w/ 230 Watts
- Creative Lab SoundBlaster 16
- 8X EIDE Internal CDROM
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- **Microsoft Windows 95 w/Manual add $95**

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- Mitsumi 1.44MB Floppy Drive
- Mitsumi 104 Enhanced Keyboard
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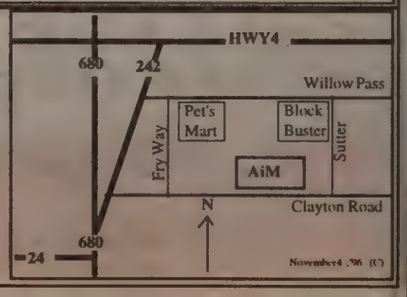

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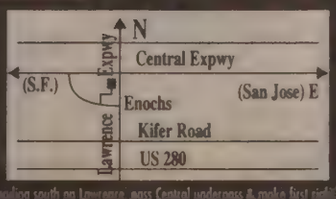

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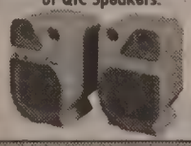

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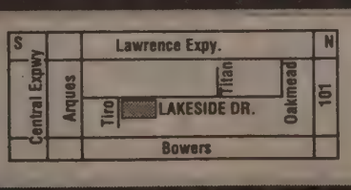

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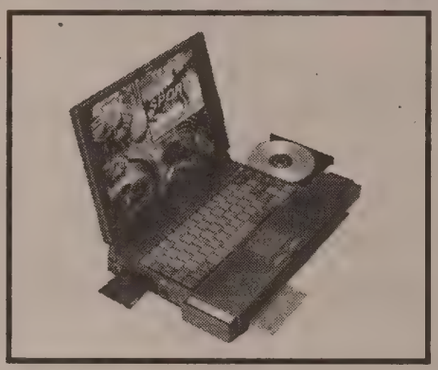

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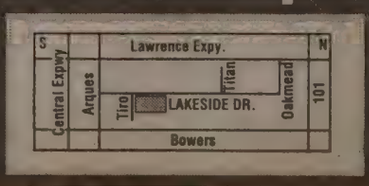

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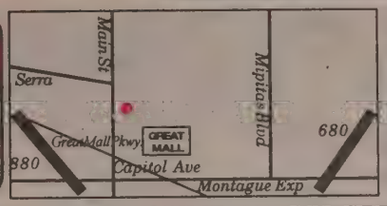

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Focus 8000/ 9000	35/45
Omnikey 101	75
Microsoft Natural OEM	68

HARD DRIVES

❖MAXTOR

1.3 GB / 12ms (EIDE)	189
1.6 GB / 12ms (EIDE)	202
2.0 GB / 10ms (EIDE)	245

❖QUANTUM

1.2GB/11ms (EIDE)	195
1.7 GB / 11ms (EIDE)	220
2.1GB / 11ms (EIDE)	255
3.2 GB / 11ms (EIDE)	325
3.8 GB / 11ms (EIDE)	385

❖WESTERN DIGITAL

850 MB / 10ms (EIDE)	155
1.2 GB / 10ms (EIDE)	198
1.6 GB / 10ms (EIDE)	223
2.1 GB / 10ms (EIDE)	275
2.5 GB/ 12ms (EIDE)	299
3.1GB/11ms(EIDE)	360

❖SEAGATE

540MB/14MS(EIDE)	129
1.2 GB/ 15ms (EIDE)	175
2.1 GB / 10.5ms (EIDE)	250
2.5 GB / 10ms (EIDE)	297
2.1GB/ 8ms (ST32155w)	560
4.0GB/ 8ms (ST15230N)	870

CONTROLLERS

IDE w/IO	14
I/Ow/1p.2s.1g	12
IDE VESA Local Bus	20
Enhanced IDE VLB w/16550	30
PCI IDE/PCI IDE w/16550	25/35

❖ADAPTEC

Adap. SCSI 1542CFP OEM	165
Adap. PCI 2940 OEM w/Kit	175
Adap. PCI 2940UWw/Kit OEM	230
Adap. PCI 3940	280
Adap. PCI 3940W	330

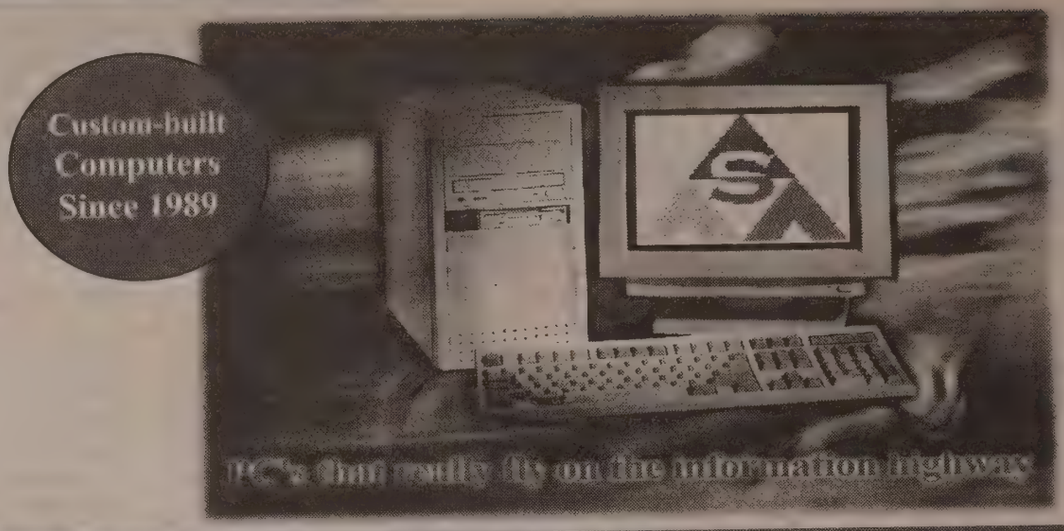
CASES

Baby AT Case w/ 230W	43
Mini Tower case w/230W	38
Medium Tower case 230W	48
Full Tower case w/250W	60
ATX Case	85

SOFTWARE

MS Win NT 4.0 WS	165
MS Win NT 4.0 Server	495
Office Pro for Win 3.11	185
Office Pro for Win 95	190

*Pentium is a registered trademark of Intel Corporation.



ROADRUNNER SERIES / WINDOWS NT

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Pentium® 120Mhz Processor
Intel Advanced/ML MB
16 bit sound card IDE/IO
16MB EDO RAM
1.2GB IDE Hdrv
1MB DRAM PCI VGA Card
14" NI .28 DPI Monitor
28.8 Int Fax/Modem
8x IDE CD-ROM
Microsoft Windows 95

$1535

O Office Runner

Pentium® 166Mhz Processor
Tyan Tomcat 1562 MB w/256k
16bit sound card IDE/IO
32MB EDO RAM
2.1GB IDE Hdrv
2MB DRAM PCI VGA Card
15" NI .28 DPI Monitor
28.8 Int Fax/Modem
8x IDE CD-ROM
Microsoft Windows 95

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Pentium® Pro Processor-200MHz
Turbo cooling fan
Intel VS440FX MB
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2.5GB IDE Hdrv
2MB VRAM PCI VGA Card
17" NI .28 DPI Monitor
28.8 Int Fax/Modem
8x SCSI CD-ROM
Microsoft WIndows NT

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W WIN NT Workstation

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Intel Tucson MB w/256k
32MB EDO RAM
ATX Full Twr, 235w
2.1GB SCSI Hdrv
2MB PCI VGA Card
3C905 PCI Card
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Win NT Workstation

$2295

W WIN NT Server

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ATX Full Twr, 235w
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Pentium® 120Mhz Processor
Tyan Tomcat Dual MB w/512k
dde500xa dec fast ether
32MB Parity RAM
Turbo Full Twr, AE 300w
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VOICE US ROBOTICS 28800 INT / EXT	$159/193
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DIGI 16 / 32EM EISA/ISA DB25/RJ45	$893/1347
DIGI 8EM ISA DB9/RJ45	$656
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Pentium ® Pro Processor - 200MHZ	$978

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CONNER CFS 1.2 IDE 1275A	$185
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ST51080N 1.08GB SCSI	$263
ST32151N 2.1GB SCSI	$475
ST32550N 2.5GB SCSI	$622
ST32550NW 2.5GB SCSI	$724
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ADAPTEC 3940W PCI WIDE SCSI KIT	$481
BUSLOGIC KT-445C VLB SCSI CARD/KIT	$162/199
BUSLOGIC BT-747C EISA SCSI CARD/KIT	$292/315
BUSLOGIC KT-930A PCI ULTRA SCSI KIT	$139
BUSLOGIC BT-946C PCI SCSI CARD/KIT	$175/231
NCR 815 CHIPSET PCI SCSI CARD W/FLASH B	$95
NCR 825 CHIP PCI SCSI CARD (TYAN 1365)	$102

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INTEL VS440FX MB 200MHZ	$294
TYAN 1562D TOMCAT Dual 256K/512K	$226/249
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INTEL ADVANCED/ML 256K (ATX) M/B	$153
INTEL ADVANCED/AS MB NO CACHE	$245
INTEL ADVANCED/EV MB 0K W/AUDIO	$210
TYAN 1468 TITAN III 256/512 PL	$156/181
MICRONIC AT PENTIUM ® PRO Processor M/B	$678
ASUS PCI/ISA P55TVP4 256K PIPELIN	$168
ASUS PCI/ISA P55TVP4 512K PIPELIN	$193

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SOUNDBLASTER AWE 32 RETAIL PACK	$226

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EDO SIMM 32MB NS MEMORY	$205
ESIMM 8MB 2X32 70 NS MEMORY	$41
ESIMM 8MB 2X36 70 NS MEMORY	$64
ESIMM 16MB 4X32 70 NS MEMORY	$104
ESIMM 16MB 4X36 70 NS MEMORY	$130
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INTEL ETHEREXPRESS PRO 16 COMBO CARD	$110
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NETWARE 3.12 25 USER (W/HARDWARE)	$1803
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CONNER TRAVAN TST800E 800MB EXT	$242
CONNER TRAVAN TSR8000 8G	$373

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APC BACK-UPS BK400 UPS	$142
APC BACK-UPS BK600 UPS	$238
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Help Us Choose The Next MicroTimes 100

Our January 1, 1997 issue will feature our tenth annual MicroTimes 100 list of industry luminaries and others who have made significant contributions to the computer world during 1996. Some, of course, are household words—it's not likely that we'd forget to include the likes of Bill Gates—but others are worthy souls who, for one reason or another, haven't been brought to our attention.

That's where you come in.

Please use this form to nominate anyone you think should be included in this year's list. Give us as much information as you can about your nominee, especially his/her accomplishments and contact information so we can follow up.

To encourage you in this, we will be giving **ten free one-year subscriptions to *MicroTimes*** to randomly-selected people who submit nominations. If you want to be included in this drawing, please be sure to include your name, address, and contact info as well. **You can submit via our Web site** at *http://www.microtimes.com* , **via fax** at (510)946-2974, **or by sending your nomination to:** MicroTimes 100, 3470 Buskirk Ave., Pleasant Hill, CA 94523.

Nominations close on Friday, November 22, so don't delay!

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Thanks!

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"Under $2000, well-configured, lots of features. . (N5133DPS) PC WORLD, May 1996

"Low price for a P120, 1.6GB hard drive, full multimedia. . PC WORLD, April 1996

"N5100 Media - Great price, impressive performance, full multimedia. . PC WORLD, January 1996

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- 256K cache, 32MB memory
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- Adaptec 2940UW PCI SCSI controller
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- 8X EIDE CD-ROM
- Logitech Mouse w/Pad
- MaxiSwitch Keyboard
- Middle tower case
- NT 4.0 Workstation

MS Office 95 $199 (with system order)

$2,943

Windows NT Workstation 4.0

Compaq ProSignia

- Pentium® 150MHz processor
- 256K cache, 16MB ECC memory
- 2.1GB SCSI hard drive
- PCI SCSI-2/P controller
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- Sampo 14" non-interlaced SVGA monitor
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- PCI 10Mbit Ethernet controller
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- Keyboard and mouse

$3,995

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NetWare 4.1 25 user	$753
NetWare 4.1 50 user	$1,018
NetWare 4.1 100 user	$1,395
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9 port 10BT Ethernet Hub	$99
12 port Ethernet Hub	$209
24 port Ethernet Hub	$345
16-bit Ethernet combo	$32
3COM 16-bit Ethernet, RJ45	$80
Intel EtherExpressPCI Pro/100	$145
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Cisco 752 Router	$895
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- 256K Pipeline cache, 32MB EDO memory
- PCI EIDE controller
- 1.2GB EIDE hard drive
- 1.44MB TEAC Floppy Drives
- PCI Graphics w/1MB
- 14" Non-interlaced .28mm SVGA
- Keyboard, mouse/pad
- 16-bit Ethernet card
- 8X IDE CD-ROM
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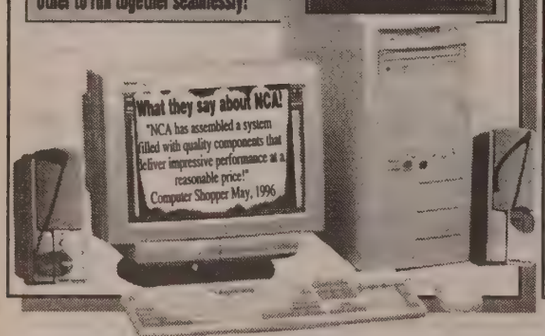
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Computer Shopper May, 1996

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EIGHT-Speed Multimedia Computer System

- Elegant 9 bay Mid-tower case
- 250W power supply
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- Internal **EIGHT-SPEED** Enhanced IDE CD-ROM drive
- **Creative Labs SoundBlaster** 32-bit Wavetable sound card
- 33.6Kbps Internal Fax/Modem
- **Microsoft** Mouse
- 101-Key keyboard
- Yamaha YST-M7 speakers
- Monitor not included

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- 250W power supply
- **512K PIPELINE BURST** cache
- Intel P166 CPU with Heat Sink
- Socket 7, TRITON chipset
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- **Plug and Play** ready, PCI IDE I/O On-board
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- 2.1GB Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **EIGHT-SPEED** Enhanced IDE CD-ROM drive
- **Creative Labs SoundBlaster** 32-bit Wavetable sound card
- 33.6Kbps Internal Fax/Modem
- **Microsoft** Mouse
- 101-Key keyboard
- Yamaha YST-M7 speakers
- Monitor not included

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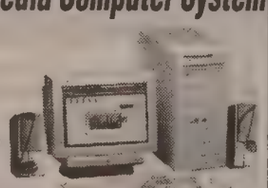
PENTIUM 150MHZ PCI

1.6GB/16MB EDO RAM • 256K Pipeline Burst Cache • 33.6 Fax/Modem

EIGHT-Speed Multimedia Computer System



- Elegant 9 bay Mid-tower case
- 250W power supply
- **256K PIPELINE BURST** cache, upgradeable to 512K
- Intel P150 CPU with Heat Sink, Socket 7
- TRITON chipset
- **16MB EDO RAM/72 pin SIMMs** exp. to 128MB
- **Plug and Play** ready, PCI IDE I/O On-board
- 2MB VRAM video card
- 1.6GB Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **EIGHT-SPEED** Enhanced IDE CD-ROM drive
- **Creative Labs SoundBlaster** 32-bit Wavetable sound card
- 33.6Kbps Internal Fax/Modem
- **Microsoft** Mouse
- 101-Key keyboard
- Yamaha YST-M7 speakers
- Monitor not included

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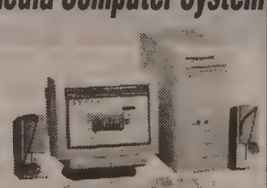
PENTIUM 133MHZ PCI

1.6GB/16MB EDO RAM • 256K Pipeline Burst Cache • 33.6 Fax/Modem

EIGHT-Speed Multimedia Computer System



- Elegant 9 bay Mid-tower case
- 250W power supply
- **256K PIPELINE BURST** cache, upgradeable to 512K
- Intel P133 CPU with Heat Sink, Socket 7
- TRITON chipset
- **16MB EDO RAM/72 pin SIMMs** exp. to 128MB
- **Plug and Play** ready, PCI IDE I/O On-board
- 2MB VRAM video card
- 1.6GB Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **EIGHT-SPEED** Enhanced IDE CD-ROM drive
- Opti 16-bit sound card
- 33.6Kbps Internal Fax/Modem
- **Microsoft** Mouse
- 101-Key keyboard
- Yamaha YST-M7 speakers
- Monitor not included

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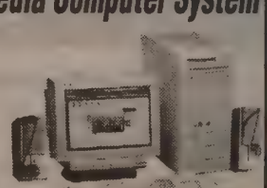
ALEXIS III SERIES - QPV120 33.6-8X

PENTIUM 120MHZ PCI

850MB/8MB EDO RAM • 256K Pipeline Burst Cache • 33.6 Fax/Modem

EIGHT-Speed Multimedia Computer System



- Elegant 9 bay Mid-tower case
- 250W power supply
- **256K PIPELINE BURST** cache, upgradeable to 512K
- Intel P120 CPU with Heat Sink, Socket 7
- TRITON chipset
- **8MB EDO RAM/72 pin SIMMs** exp. to 128MB
- **Plug and Play** ready, PCI IDE I/O On-board
- 2MB VRAM video card
- 850MB Enhanced IDE hard drive
- 1.44MB floppy drive
- Internal **EIGHT-SPEED** Enhanced IDE CD-ROM drive
- Opti 16-bit sound card
- 33.6Kbps Internal Fax/Modem
- Mouse
- 101-Key keyboard
- Yamaha YST-M7 speakers
- Monitor not included

Windows 95® INSTALLED!

Now With 33.6Kbps Fax Modem

IDE

$1099

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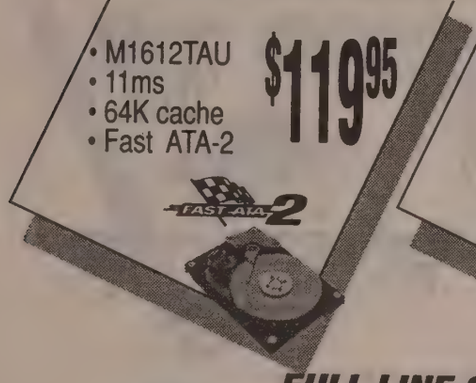
IDE HARD DRIVES

Low Price Guarantee!*

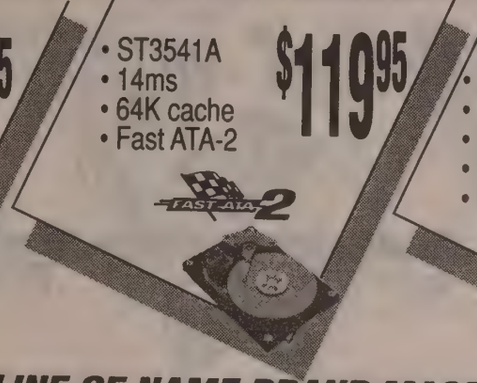
FUJITSU
530MB IDE 3.5"X1" HARD DRIVE
- M1612TAU
- 11ms
- 64K cache
- Fast ATA-2

$119.95



Seagate
540MB IDE 3.5"X1" HARD DRIVE
- ST3541A
- 14ms
- 64K cache
- Fast ATA-2

$119.95



Quantum™
1.0GB IDE 3.5"X1" HARD DRIVE
- QM31080TMA
- 11ms
- 128K cache
- 5400RPM
- Fast ATA-2

$175.95

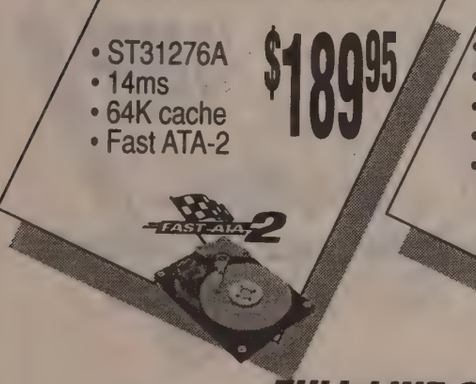
Quantum™
1.7GB IDE 3.5"X1" HARD DRIVE
- QM31700SRA
- 11ms
- 128K Cache
- Fast ATA-2

$209.95

FULL LINE OF NAME BRAND MASS STORAGE IDE HARD DRIVES

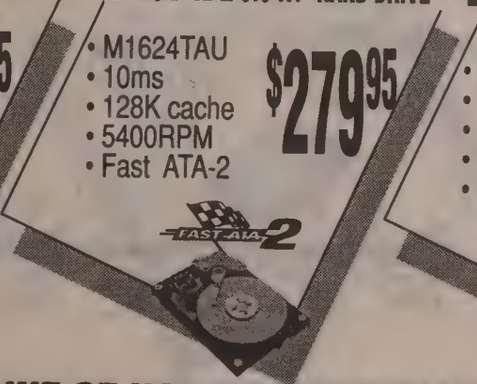
Seagate
1.2GB IDE 3.5"X1" HARD DRIVE
- ST31276A
- 14ms
- 64K cache
- Fast ATA-2

$189.95



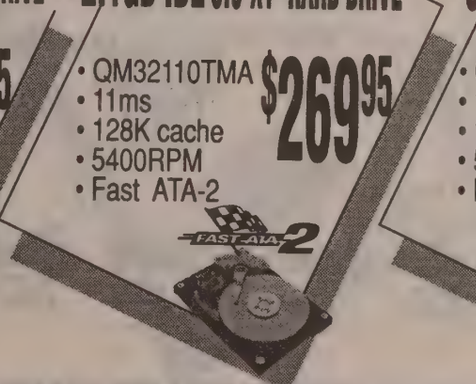
FUJITSU
2.1GB IDE 3.5"X1" HARD DRIVE
- M1624TAU
- 10ms
- 128K cache
- 5400RPM
- Fast ATA-2

$279.95



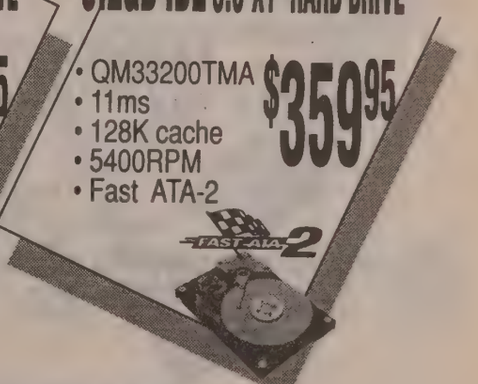
Quantum™
2.1GB IDE 3.5"X1" HARD DRIVE
- QM32110TMA
- 11ms
- 128K cache
- 5400RPM
- Fast ATA-2

$269.95



Quantum™
3.2GB IDE 3.5"X1" HARD DRIVE
- QM33200TMA
- 11ms
- 128K cache
- 5400RPM
- Fast ATA-2

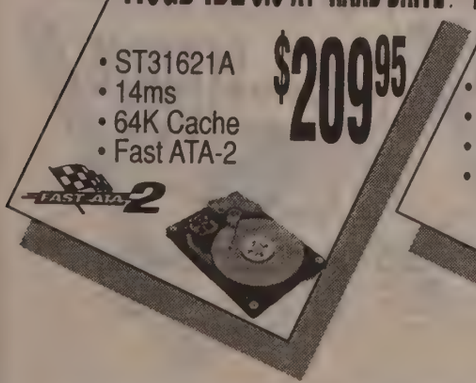
$359.95



FULL LINE OF NAME BRAND MASS STORAGE IDE HARD DRIVES

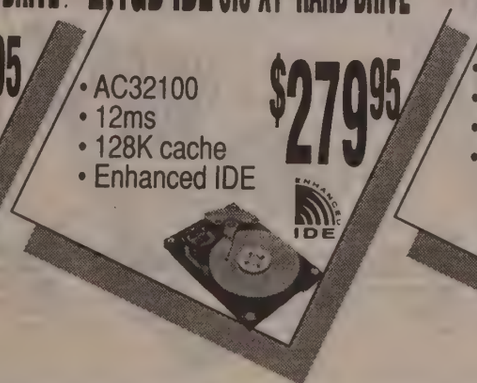
Seagate
1.6GB IDE 3.5"X1" HARD DRIVE
- ST31621A
- 14ms
- 64K Cache
- Fast ATA-2

$209.95



WESTERN DIGITAL
2.1GB IDE 3.5"X1" HARD DRIVE
- AC32100
- 12ms
- 128K cache
- Enhanced IDE

$279.95



WESTERN DIGITAL
2.5GB IDE 3.5"X1" HARD DRIVE
- AC32500
- 12ms
- 128K cache
- Enhanced IDE

$299.95

WESTERN DIGITAL
3.1GB IDE 3.5"X1" HARD DRIVE
- AC33100
- sub 12ms
- 128K cache
- 5200RPM
- Enhanced IDE

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M18

SCSI HARD DRIVES

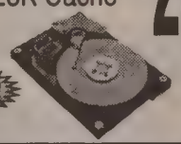
Low Price Guarantee!*

Seagate 1.08GB SCSI-II 3.5"X1" HARD DRIVE

- ST51080N
- Fast 12.5ms
- 128K Cache

$259.95

NEW!



External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$339.95

Quantum™ 2.1GB SCSI-II 3.5" HARD DRIVE

- XP32150SWAD
- 1MB Cache
- 8.5ms

$519.95

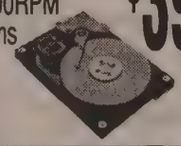
WITH 50 PIN ADAPTER

External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$599.95

Quantum™ 2.1GB SCSI-III 3.5"X1" HARD DRIVE

- QM32110TMS
- 128K Cache
- 5400RPM
- 11ms

$399.95

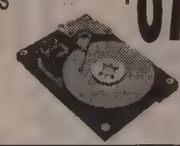


External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$479.95

Seagate 4.3GB SCSI-II 3.5" HARD DRIVE

- ST15230N
- 512K Cache
- 9ms

$879.95



External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$979.95

FULL LINE OF NAME BRAND MASS STORAGE SCSI HARD DRIVES

FUJITSU 2.5GB SCSI-II 3.5"X1" HARD DRIVE

- M1638SAU
- 128K Cache
- 5400RPM
- 10ms

$429.95

External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$509.95

Quantum™ 4.3GB SCSI-II 3.5" HARD DRIVE

- XP34300SWAD
- 1024K Cache
- 8.5ms

$849.95

WITH 50 PIN ADAPTER

External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$949.95

FUJITSU 4.3GB SCSI-II 3.5" HARD DRIVE

- M2934SAU
- 512K Cache
- 9ms

$869.95

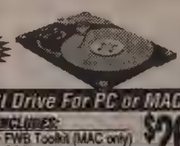
External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$969.95

Seagate 9.1GB Ultra SCSI-II 3.5" HARD DRIVE

- ST19171N
- 9.5ms
- 512K cache
- 7200RPM

$2499.95

NEW!



External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$2699.95

FULL LINE OF NAME BRAND MASS STORAGE SCSI HARD DRIVES

MICROPOLIS 2.0GB SCSI-II 3.5" HARD DRIVE

- MC4421S
- Aries 2
- 512K Cache
- 8.5ms

$399.95

External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$479.95

IBM 2.1GB SCSI-II 3.5"X1" HARD DRIVE

- 32160
- 8.5ms
- 5400 RPM
- 5 yr. warranty

$349.95

External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$429.95

MICROPOLIS 4.3GB SCSI-II 3.5" HARD DRIVE

- MC3243S
- 512K Cache
- 8.9ms

$869.95

External SCSI Drive For PC or MAC
INCLUDES: • FWB Toolkit (MAC only) • SCSI cable & terminator
$969.95

MICROPOLIS 9.1GB SCSI-II 5.25" HARD DRIVE

- MC1991
- 512K Cache
- 8.5ms

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16-Bit RAID-1 Disk Mirroring Adapter

DTC HardCopy

AN AFFORDABLE AUTOMATIC ONLINE BACKUP SOLUTION

- On-board BIOS support for Enhanced IDE drives over 528MB
- Supports all major operating systems without the need for software drivers

$189.95

ENHANCED IDE

DATA TECHNOLOGY CORPORATION

VLB-Enhanced IDE Controller With BIOS

DTC 2278EB

- 32-bit VESA local bus compliant
- 2 high speed 16550 serial ports, 1 enhanced parallel port (EPP/ECP), 1 game port
- Dual IDE ports support up to 4 Enhanced IDE drives
- Programmable data transfer rate (Mode 0-4) for each drive on each port
- Support for all major operating systems

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16-Bit ISA IDE & Super I/O Host Adapter

DTC 2280E

- 16-bit ISA support
- High speed serial ports (16550 compatible), 1 enhanced parallel port (EPP/ECP), 1 game port
- Controls up to 2 IDE hard drives including Enhanced IDE and Fast ATA
- Supports IRQ14 and IRQ15
- Support for all major operating systems

$19.95

ENHANCED IDE

WESTERN DIGITAL

32-Bit PCI to SCSI-II Controller

WD-7193

- 32-bit PCI Bus Master
- Fast SCSI, 10MB/sec. transfer rate
- Automatic termination & configuration
- Software selectable boot drive
- CorelSCSI! software included

PLUG & PLAY

MICROSOFT. WINDOWS.

$69.95

Includes CorelSCSI version 2 software!

gsi™

16-Bit ISA-IDE Floppy & 250 Tape Controller Card

GSI 21

- Supports 2 IDE hard drives of any capacity up to 8.4GB
- Easy installation as on-board flash BIOS auto installs IDE hard drives
- Flash BIOS accelerates IDE data transfer rates up to 95%
- Supports 4 floppy drives including industry standard 2.88 MB

FAST ATA-2

$55.95

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gsi™

32-Bit VESA Extender For GSI-ISA Controllers

GSI 1645-V1

NEW!

- Supports PIO Mode 3 (11MB/sec.) and Mode 4 (16.7MB/sec.) hard drives
- No need to reformat hard drive
- Compatible with all major operating system software
- Allows mixing of old and new hard drives
- Compatible with EIDE & Fast ATA-2 drives
- Requires GSI 16-bit ISA controller (which may need FREE BIOS update)

FAST ATA-2

$89.95

ENHANCED IDE

PROMISE TECHNOLOGY, INC.

Enhanced IDE Controller Card

DC-2300+

- Complete Enhanced IDE support
- Perfect solution for high capacity drives with on-board BIOS
- Connect up to 4 IDE devices including IDE CD-ROM drives
- High speed I/O

FAST ATA-2

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NEW!

ENHANCED IDE

PROMISE TECHNOLOGY, INC.

16-Bit Enhanced IDE Disk Controller

EIDE*PRO*-ISA

- Supports up to 4 EIDE devices including IDE CD-ROM & Tape Drives
- On-Board LBA BIOS supports 4 High Capacity Drives w/o drivers
- Two High-speed Serial Ports for fast fax/modems & DSVD modems
- High-speed floppy tape & floppy drive support

FREE CD ACCELERATING SOFTWARE!

$59.95

ENHANCED IDE

BUSLOGIC

Dual Channel Ultra SCSI To PCI Controller Card

KT932 - FlashPoint DL

- 32-bit bus master data transfers of up to 133MB/sec across the PCI bus
- Ultra SCSI data transfers of up to 20MB/sec on each channel
- Supports up to 14 devices (SCSI, SCSI-2, & SCSI-3) including hard drives up to 8GB
- Supports all major operating systems
- 5 year warranty

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adaptec

32-Bit VL-To-Fast SCSI & VL-To-EIDE Host Adapter

Total Advantage VL / AVA-2825

- Connect up to 7 SCSI devices
- Up to 2 standard or EIDE devices
- Up to 2 standard and 1 floppy tape drive
- Adaptec EZ-SCSI Lite software
- Up to 5MB/sec. synchronous on the SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous and asynchronous data transfer

$145.95

ENHANCED IDE

adaptec

16-bit ISA to Fast SCSI-II Controller

AHA-1522B plus

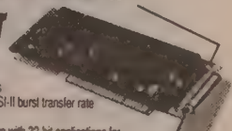
- Connect up to 7 SCSI devices
- Adaptec EZ-SCSI Lite software with 32-bit applications for Windows 95 & Windows NT
- Connect SCSI-II Hard Drives, CD-ROMs, removable disks, scanners & other peripherals

$135.95

adaptec

32-Bit PCI to SCSI-II Controller

AHA-2920



- Connect up to 7 SCSI devices
- 10MB/s fast synchronous SCSI-II burst transfer rate on the SCSI bus
- Adaptec EZ-SCSI Lite software with 32-bit applications for Windows 95 & Windows NT
- Plug & Play support for Hard Disk, CD-ROM, removable disk, scanner, tape, ZIP, MO, DAT and other SCSI devices
- Programmable I/O (PIO) data transfer
- Compliance with 133MB/s PCI local bus specification

$145.95

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TAPE BACKUPS & REMOVABLES

Low Price Guarantee!*

YAMAHA
Recordable Internal SCSI-2 CD Drive & Software

CDR-100

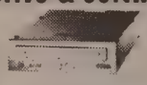
- 4X record / 4X read
- 512K internal cache
- 2MB/sec. asynch. transfer rate
- CD caddy loading
- Vibration proof
- Includes: Gear recording software for PC or MAC, blank CD disc & cable
- OEM

$899.95

WOW! 4X write & read! PC or Mac

YAMAHA
Recordable Internal SCSI-2 CD Drive & Software

CDR-102pc



- 4X read / 2Xwrite
- 512K internal cache
- Adaptec 1502i SCSI controller
- Adaptec Easy-CD Pro software
- Blank CDR media
- Cables

$699.95

WOW! Includes Adaptec 1502i SCSI Controller

Seagate
8.0GB SCSI Internal Tape Backup Drive

NEW!

Tape•Stor 8000

- Up to 8.0GB compressed
- Up to 60MB per minute/ compressed transfer rate
- Connects to your SCSI controller
- Includes BackupExec software

$399.95

EXABYTE
NEW!

4.4GB Portable Tape Backup Drive & Drive Bay

Eagle Nest with EagleTR-3

- Runs off Floppy Port

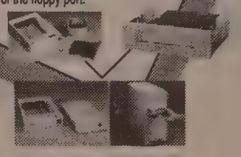
Eagle TR3-:

- Includes excelerator card & backup software
- 4.4 GB capacity (2.2GB native)
- Up to 20MB/min back up speed
- Two year warranty

Eagle Nest:

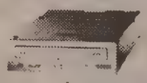
- Plug into your PC's floppy ports & share one eagleTR-3 tape backup drive amoungst your PC's. One drive versus many equals incredible cost savings, not to mention time saved with the faster backup rate of the floppy port.

$199.95



JVC
Recordable Internal SCSI-2 CD Drive & Software

XR-W2010



- 1MB internal cache
- Write speed: 2x
- Read speed: 4X
- Includes Gear™ CD recording software
- FREE Blank CD-R disk
- OEM

$499.95

WOW! While Supplies Last

For PC or MAC

COLORADO MEMORY SYSTEMS
NEW!

3.2GB Internal Tape Backup System

T-3000

- Up to 3.2GB capacity using data compression
- Up to 19MB/min. backup
- Includes powerful, easy to use software
- Includes Windows 95 Driver

$209.95

WOW!

INCLUDES FREE TR-3 Tape! (A $45 Value)

SyQuest
135MB SCSI-II External 3.5" Removable Cartridge System

EZ Drive

- PC or Mac
- 13.5ms access time
- 4MB Burst Transfer Rate
- Includes one cartridge
- 2 year warranty

$139.95

UNLIMITED PORTABLE STORAGE ON A 3.5" DISK!

COLORADO MEMORY SYSTEMS
800MB Internal Tape Backup System

T-1000

- Up to 800MB capacity using data compression
- Up to 9.5MB/min. backup
- Includes powerful, easy to use software
- Includes Windows 95 Driver

$149.95

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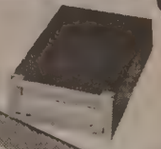

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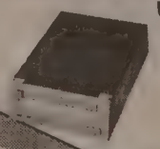

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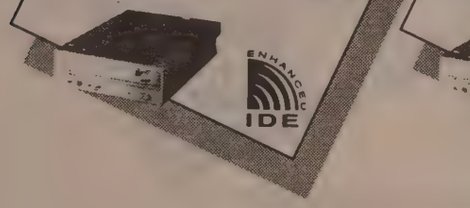

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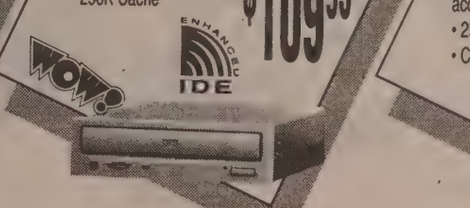

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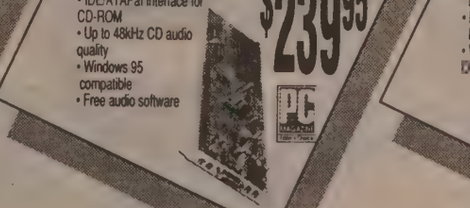

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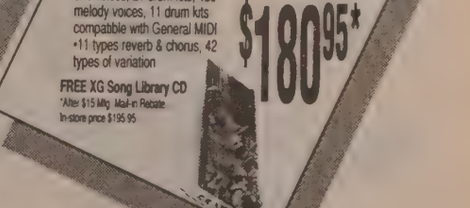

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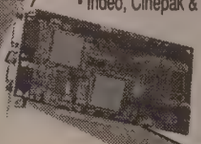

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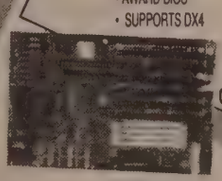

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System Type:
○ Home Entertainment Multimedia
○ Business
○ Business Video/Graphics/Audio
○ Digital Communications

CPU Type: ○ Intel Pentium ○ AMD 586 ○ Intel Pentium Pro
CPU Speed MHz:
○ 200 ○ 166 ○ 133
○ 180 ○ 150 ○ 120 ○ 100

Operating System:
○ Windows 95
○ Windows NT
○ Windows 3.X
○ DOS

Enclosure Type: ○ N/A ○ Desktop case
○ Mini Tower
○ Medium Tower
○ Full Tower
Specify

Hard Disk Size: Specify
○ 500MB+ ○ 1GB+ ○ 9GB
○ 800MB+ ○ 3GB+ ○ Other

RAM MegaBytes: Specify
○ 8 ○ 32 ○ 128+
○ 16 ○ 64 ○ EDO

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Color Monitor Type: Other
○ 14" ○ 17" ○ 20" ○ Trinitron
○ 15" ○ 19" ○ 21" ○ None

○ Sound Card Specify
○ Speakers
○ Subwoofer

Input Device: Specify
○ Keyboard ○ Trackball
○ Mouse ○ Joystick

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Video Card:
○ VRAM ○ DRAM
○ Other _____

MegaBytes: Specify
○ 1 ○ 4
○ 2 ○ 8

Printer: Other
○ Color ○ Ink Jet
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Modem:
○ None ○ 33.6
○ Internal ○ Voice ○ ISDN
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Specify

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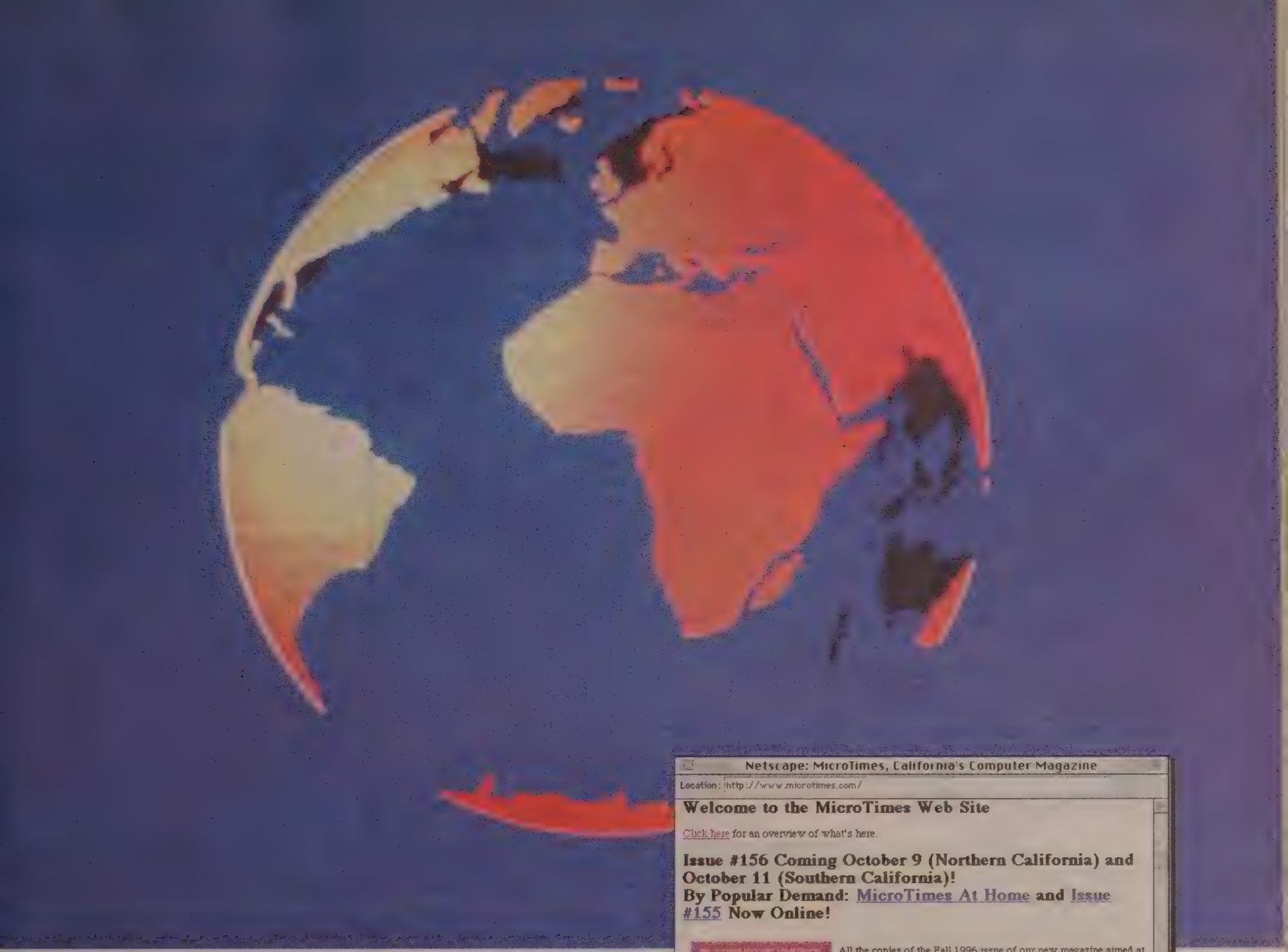

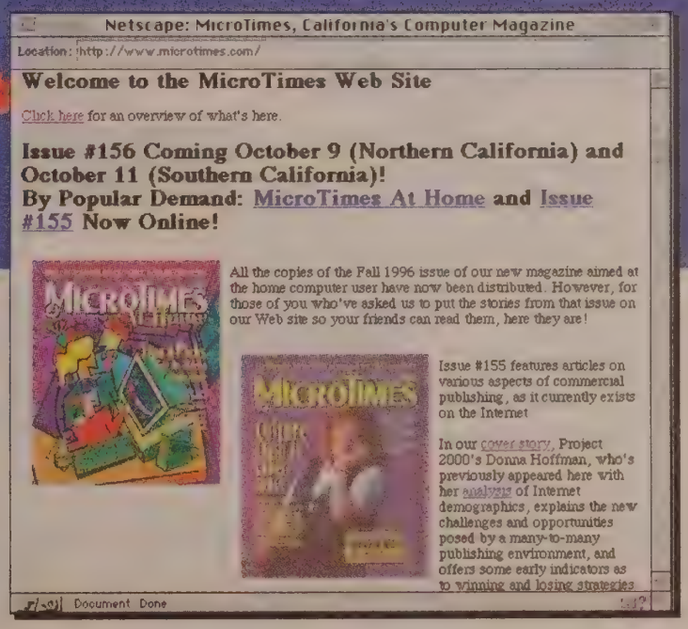
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All the copies of the Fall 1996 issue of our new magazine aimed at the home computer user have now been distributed. However, for those of you who've asked us to put the stories from that issue on our Web site so your friends can read them, here they are!
Issue #155 features articles on various aspects of commercial publishing, as it currently exists on the Internet
In our cover story, Project 2000's Donna Hoffman, who's previously appeared here with her analysis of Internet demographics, explains the new challenges and opportunities posed by a many-to-many publishing environment, and offers some early indicators as to winning and losing strategies
Document Done

MICROTIMES on the WEB

What's New At www.microtimes.com

• **Where To Find Us:** In response to your suggestions, we're using the Web site to make it easier for you to find a nearby location where you can pick up issues of *Microtimes* regularly. The Web site now offers extensive listings of Super Stops in Northern and Southern California, and will soon feature a searchable database of distribution locations.

• **Subscribe To Our Electronic Newsletter:** Find out what's coming up in future issues, learn about other interesting developments.

• **Read More Stories:** We're starting to include more stories from our print edition on the Web site. Browse around and let us know what you think!

As always, you can also use the Web site to order media kits, email us BBS/user group/calendar of events listings, surf the sites in our reader-submitted Web listings, and much more.

While you're in the neighborhood, visit the **Great Mall of MicroTimes**, a special section featuring links to our advertisers' own Web sites.

Industry Insights *continued from page 22*

MICROTIMES INDEX TRAVELS IN SOUTHERLY DIRECTION

EXCH	COMPANY	TICKER SYMBOL	CLOSING PRICE 09/26/96	CLOSING PRICE 10/21/96	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL IVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE										
OTC	Adobe	ADBE	38.63	35.75	-2.88	-7.44	36	0.20	0 56	74 25	28.50
OTC	Autodesk	ACAD	26.63	22.50	-4.13	-15.49	17	0.24	1.07	44.25	18.50
OTC	Borland (L)	BORL	6.88	5.06	-1.81	-26.36	-	0.00	0 00	21.25	4.88
OTC	Informix	IFMX	30.25	24.25	-6.00	-19.83	32	0.00	0.00	36.75	16.88
OTC	Microsoft (H)	MSFT	132.00	134.00	2.00	1.52	39	0.00	0.00	139.13	79.88
OTC	Novell	NOVL	11.88	10.38	-1.50	-12.63	31	0.00	0.00	19.13	10.00
OTC	Oracle (H)	ORCL	42.38	43.13	0.75	1.77	44	0.00	0.00	46.38	26.38
OTC	Software Publishing	SPCO	1 94	1.19	-0.75	-38.71	-	0.00	0.00	4.25	1 19
OTC	Symantec	SYMC	11.13	10.75	-0.38	-3.37	-	0.00	0.00	30 38	8 75
	HARDWARE										
OTC	Apple	AAPL	22.38	25.63	3.25	14.53	-	0.00	0.00	42.50	16.00
OTC	AST Research	ASTA	4.75	4.50	-0.25	-5.26	-	0.00	0.00	10.25	4.00
NYS	Compaq (H)	CPQ	62.88	71.13	8.25	13.12	21	0.00	0.00	75.38	35.88
NYS	Digital Equipment	DEC	36.63	34.38	-2.25	-6.14	-	0.00	0.00	76.50	30.50
OTC	Dell (H)	DELL	77.13	82.38	5.25	6.81	24	0.00	0.00	88.75	23.00
NYS	Hewlett-Packard	HWP	47.00	46.38	-0.63	-1.33	19	0.48	1.04	57.75	36.88
NYS	IBM (H)	IBM	124.38	130.13	5.75	4.62	21	1.40	1.08	131.25	83.13
NYS	Silicon Graphics	SGI	22.13	20.13	-2.00	-9.04	106	0.00	0.00	38.75	20.00
OTC	Sun Microsystems (H)	SUNW	65.00	60.31	-4.69	-7.21	23	0.00	0.00	70.25	34.25
NYS	Xerox	XRX	53.00	46.63	-6.38	-12.03	-	1.16	2.49	58.25	39.88
NYS	Tandy	TAN	41.88	40.25	-1.63	-3.88	20	0.80	1.99	60.63	34.13
	CPU'S										
NYS	Advanced Micro Devices	AMD	15.25	17.63	2.38	15.57	18	0.00	0.00	28.50	10 25
OTC	Intel (H)	INTC	97.38	107 75	10 38	10.65	23	0.20	0.19	114 13	49 81
NYS	LSI Logic	LSI	24.38	25 63	1 25	5.13	18	0.00	0.00	56.38	17 00
NYS	Motorola	MOT	52.13	48.25	-3 88	-7.43	22	0.48	0.99	68.88	44.75
	COMMUNICATIONS										
NYS	AT&T	T	39 00	39 75	0 75	1.92	41	1.32	3.32	68 88	37 50
NYS	BellSouth Corp.	BLS	36.50	39.50	3.00	8.22	18	1.44	3.65	45.88	35.25
OTC	MCI	MCIC	25.63	24.88	-0.75	-2.93	27	0.05	0.20	31.13	22.38
NYS	Northern Telecom (H)	NT	58.75	60.25	1.50	2.55	30	0.52	0.86	62.50	31 50
NYS	Pacific Telesis	PAC	33.13	35.25	2.13	6.42	14	1.26	3.57	35.25	25.88

Note: AT&T completed its spinoff of Lucent Technologies.

KEY. NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER

(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	13
DECLINES	16
UNCHANGED	0
NEW HIGHS	8
NEW LOWS	1

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Intel	$ 10.38
LARGEST DOLLAR LOSER	Xerox	$ -6 38
LARGEST PERCENTAGE GAINER	Advanced Micro Devices	15 57 %
LARGEST PERCENTAGE LOSER	Software Publishing	-38.71 %

	CLOSE 09/26/96	CLOSE 10/21/96	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	7540 48	7316 15	-224 33	-2.97
DOW JONES INDUSTRIAL AVERAGE	5868 85	6090 87	222.02	3 78
STANDARD & POOR'S 500 INDEX	685 86	709 85	23 99	3 50
N Y S E COMPOSITE	365 99	377 92	11 93	3 26
NASDAQ COMPOSITE	1227.98	1236.41	8.43	0.69

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
04/12/96	7227.29	5532.59
05/09/96	7897.34	5475.14
06/10/96	7822.17	5687.87
07/05/96	7191.39	5588.14
08/02/96	7037 62	5679 83
08/27/96	7072 77	5711 27
09/26/96	7540 48	5868 85
10/21/96	7316.15	6090.87

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The MicroTimes Stock Index headed south during the month of October while other indices were busy setting record highs.

The box score for our index of twenty-nine technology stocks tracked in the nearby table: down a heartpounding 224.33 points, or 2.97%, en route to a close of 7316.15. In stark contrast, the Dow Jones Industrial Average trekked into uncharted territory during the monthly trading session, as that indicator swelled 222.02 points, or 3.78%, to a record 6090.87. The Dow Industrials are up 20% in 1996.

Turning To Stocks That Make Up The MicroTimes Index:

Xerox did its best to keep a lid on the MicroTimes Index last month, as its share price plunged $6.38 a share, or 12%, before bottoming out at $46.63. The company disappointed shareholders last month when it reported earnings from continuing operations for the third quarter of 68 cents per share vs. Wall Street's consensus estimate of 82 cents a share. Xerox was the largest dollar-loser of the lot last month as a result of the news.

Intel, on the other hand, surged $10.38 a share to $107.75 and was the largest dollar-gainer of all. The reason for the bullish performance: The company posted a third-quarter profit of $1.48 a share vs. $1.05 a share last year and above Wall Street's consensus estimate of $1.25 a share. Two months ago, Intel was also the largest dollar-gainer, when it soared $15.88 a share. The reason: The computer chip giant made upbeat comments with regards to its third-quarter earnings projections, which came true in October.

Advanced Micro Devices rallied a brisk 15.6% en route to a close of $17.63. Joining a growing list of companies, ADM canceled its October 31 meeting with analysts, citing the California voter initiative known as Proposition 211. The initiative seeks to protect shareholders by broadening state securities laws. Advanced Micro Devices responded by saying its meeting "has traditionally been a forum at which we attempt to provide insights into future directions of the company... passage of Proposition 211 would significantly increase the risk of frivolous stockholder lawsuits."

In other news regarding AMD, Wellington Management Co. disclosed two months ago that it holds a 10.04% stake in the company.

Software Publishing plunged 38.7% before bottoming out at $1.19 a share. Last month, Allegro New Media and Software Publishing entered into a definitive merger agreement that calls for Software Publishing stockholders to receive 0.26805 shares of Allegro common stock for each share of Software Publishing stock. Software Publishing will become a subsidiary of Allegro but continue to operate under the Software Publishing name. ■

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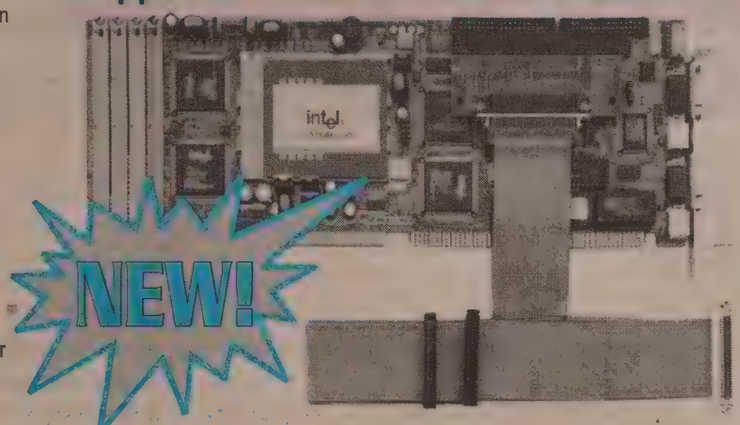

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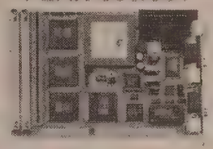

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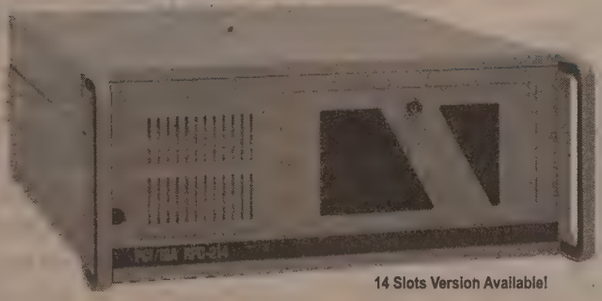

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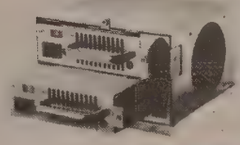

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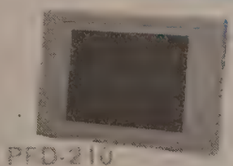

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  - TFT Active Matrix Color Screen
  - Dual Color STN Screen
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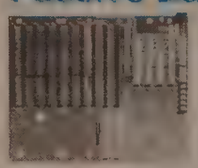

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Telco Choices

Service Smorgasbord In The Post-POTS Era

Consumers want their telecommunications services bundled. That's one conclusion drawn recently from a major telecommunications survey published by MTA-EMCI Telecommunications Consultants (MTA). According to its report, "Branding & Bundling Telecommunications Services: Telephony, Video & Internet Access," consumer trends show critical preferences that will dictate how various companies will pitch their wares to you in the coming months.

First of all, it's important to realize that the good old days of one phone per family hanging on the kitchen wall are gone. In fact, family phone use can now include anything from email, Web surfing, online research, video reception, and faxing, to shopping mall, and entertainment arcade—a far cry from calling Grandma on the holidays.

Of nearly ninety-nine million households in the US, eighteen million have more than one phone line, 30% more than last year. According to MTA, the 1996 average of 2.4 telecommunications subscriptions per household is expected to rise to 3.2 subscriptions in the year 2000. Higher-income households are expected to have five lines by 2000. No wonder we're expanding the telephone area codes in major metro markets.

Pac Bell leads the nation in the number of residential customers with more than one phone line, where approximately 50% of multi-line households served by Pac Bell are involved in home business, estimated at three million households, and 1.3 million telecommuters.

Beyond Ma Bell

This explosion of telephone use beyond basic voice communication is a huge opportunity for companies providing various communications services; especially after the Telecommunications Act of 1996, probably the most important piece of legislation for years to come.

Family phone use can now include ANYTHING from email, Web surfing, online research, video reception, and faxing, to shopping mall, and entertainment arcade—a far cry from calling Grandma on the holidays.

But just as households and businesses are using phone lines for all sorts of different telephony applications, the Telco Act opens up the possibility of having dozens of companies to choose from to purchase these services, including but not limited to: your local phone company like Pac Bell (which provides 77% of local phone service in California), or some other local phone company like GTE, Jones Intercable, or U.S. West. You'll also be able to purchase local telco service from long-distance giants like AT&T, MCI or Sprint.

Theoretically, if they decided to apply for the license—as did a sister power company (Southern Company) in Georgia—you could someday be purchasing local or long distance service from PG&E, or, for that matter, Southern Pacific or BART; anyone with lawyers and right-of-way can enter this game. More likely, though, in the near term, you'll be choosing between local and long-distance telephone and cable companies like your local neighborhood favorite, TCI.

And we're not talking just local telephone service, either, but the entire gamut: local and long distance service, paging, messaging, interactive home video over copper or cable, wireless, as well as Internet access.

So it comes down to: What do people want, and who are they most likely going to it buy

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Online Services *continued...*

from? Two important questions, especially if you are Pacific Bell.

One-Stop Shopping?

Imagine going into some local telco shop to select a communications combo for your family or business—what would you pick? Would you even want a combo, preferring instead to shop eight different stores for eight different services?

According to the MTA survey, more than 80% of consumers expressed interest in buying bundled combinations of telephony, video and Internet access at the same costs as they pay now. However, while two-thirds of the respondents said they would buy combinations of two or three services, only 14% said they would buy more than any three services form one particular vendor. Only 19% said they would prefer to receive telecommunications services from separate, discrete service providers. Not surprisingly, the most popular bundle was the combination of local and long-distance service, while only 16% surveyed said they would purchase local, long-distance and Internet access from the same provider.

The survey also found that up to one-third of telecommunications consumers would actually switch away from current telephony and video providers to new providers of bundled telephony, video and Internet services. Of course, more intensive communications users, especially current customers of cellular services and home computer users, are significantly more likely to buy bundled telecommunications services. Demographically, the most likely buyers of bundled telecommunications services are 35 to 45-year-old college graduates, earning $45,000 per year with at least one child at home.

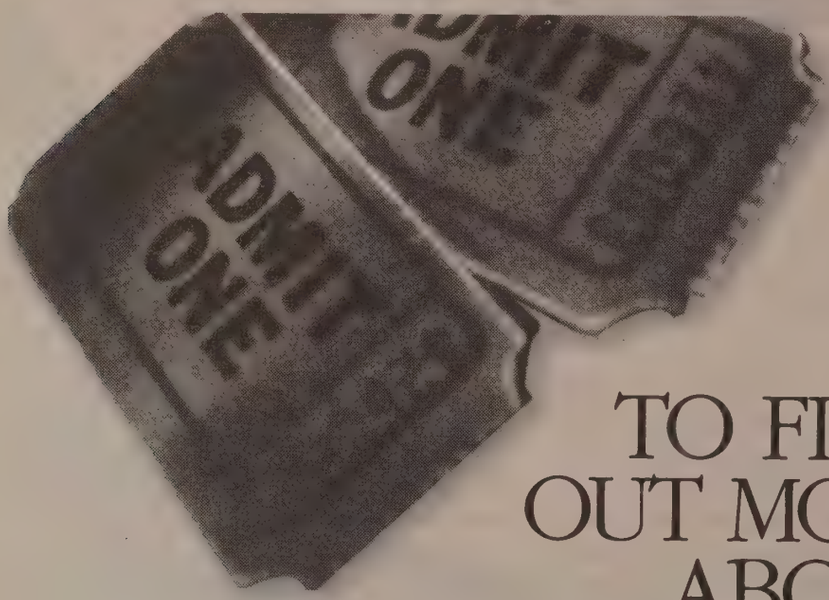
Offers of specific bundled services produced interesting results. For instance, 27% of cellular users would take local phone service from a cellular service provider via a wireless local loop system, as well as paging. A quarter of all US households are likely to buy cable television and local phone service from the phone company. In comparison, only 19% of cable subscribers are likely to buy cable television service bundled with local telco from a cable company. Meanwhile, just 10% of households said they would take their Internet service from a cable company; another 10% said they would take satellite video service from a telephone company.

In terms of current consumer satisfaction, MTA reports that on a scale of 100, consumers ranked their local and long-distance providers at 74% and 73% respectively, while cable companies received a 48% satisfaction rank, with cellular at 53%.

Who Do You Trust?

Given the bundling mentality, the focus on brand identity and "who do you trust?" will become key factors as we make our telco choices in the months and years ahead.

AT&T, the long distance giant, garners higher consumer ratings (69%) in comparison to the



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Don't miss our open house on November 12th. Talk with our customers, tour our CLASS-A co-location facility, see our software tools in action and meet with our technical experts.

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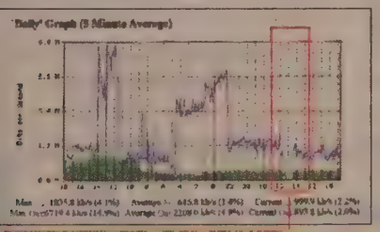
Event Sponsored By

MicroTimes

WHEN IT COMES TO YOUR WEB SERVER, MAKE SURE YOU ALWAYS HAVE A BACK UP PLAN.

DATE: Wednesday, October 9th, TIME: 12:21 pm...

The cause could be fire, flood or just technical difficulties...the fact is all Tier One Internet Service Providers go down at one time or another. That's why a traditional single source internet connection is not enough for companies and organizations that have to be sure the out-side world has non-stop, non-congested access to their web sites or their customers' web sites.

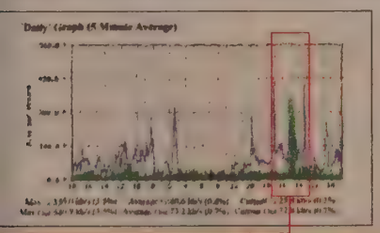


On October 9th 1996 a Tier One Service Provider went down,cutting off thousands of servers from the Internet.

At WebCondo we know that your Internet "presence" is a mission critical part of the company's success. We have used our understanding of your needs to design and build a CLASS-A co-location facility that offers non-stop connectivity.

DATE: Wednesday, October 9th, TIME: 12:21 pm...

Our CLASS-A facility sets a new standard for web server connectivity. Our customers enjoy multiple points of access to the Internet including:



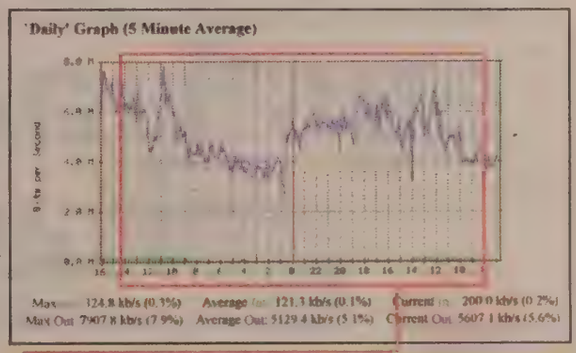
- **45 Mbps DS3 link to MAE West FDDI**
- **10 Mbps link to GOODNET**
- **45 Mbps link to ALTERNET**
- **45 Mbps DS3 link to the DIX**
- **More that 40 peering agreements with other major Internet Service Providers.**

When one internet connections goes down we instantaneously route traffic through other access points.

Along with our commitment to provide a non-stop Internet connection, we offer a wide range of AS-UR Here[sm] services including: daily tape back-ups and proprietary software that through automatic proactive monitoring keeps our customers apprised of their current levels of traffic and connectivity 24x7x365.

DATE: Friday, October 11th, TIME: 3:22 pm...

During all of the recent Internet brown-outs, WebCondo's customers maintained their presence on the Internet. We immediately switched our access routes to insure that our customers experienced zero down-time. We also guard against in-house failures by having redundant systems in place at all the critical points along the data route including: connections, routers, fire suppression, security, monitoring, and power supply.


'Daily' Graph (5 Minute Average)
Max In 124.8 kb/s (0.1%) Average In 121.3 kb/s (0.1%) Current In 200.0 kb/s (0.2%)
Max Out 7907.8 kb/s (7.9%) Average Out 5129.4 kb/s (5.1%) Current Out 5607.1 kb/s (5.6%)

On October 11th 1996 a large portion of the Internet blacked out... Without exception all the servers co-located at WebCondo's CLASS-A facility experiences zero down-time.

Call 408.298-5566 today to RSVP for a comprehensive tour of our CLASS-A co-location facility, during Our Open House on November 12th.

Don't miss our open house on November 12th. Talk with our customers, tour our facility, see our software tools in action and meet with our technical staff.

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To get you up to T1 speeds, we've pulled out all the stops.

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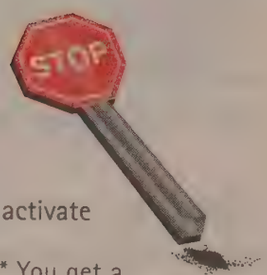


That's right. None. Nada. From now until August 31, 1996, GeoNet will install and activate a blazing T1 Internet connection for free.* You get a $4995 value for nothing. Even the call is free. What's more, we're not hiding any start-up costs in a high monthly fee. In fact, we've just reduced our monthly fee to only $995. Life just doesn't get much better.

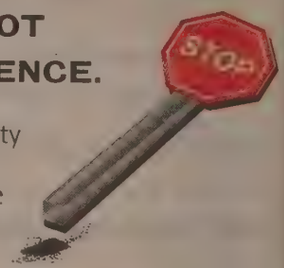
Many providers feed T1 connections into cramped, oversold lines, reducing performance.

GeoNet, however, guarantees no oversell.

NO COMPROMISES. YOU GET FULL T1. NOT T1/3. NOT T1/2.

When you go with GeoNet for your T1 connection, you get the real deal. GeoNet's ClearChannel™ T1 service ensures you have full T1 capacity. In fact, we guarantee we'll never oversell a connection - a clear difference from most providers, who commonly oversell their lines by a factor of 3. With GeoNet, you always get the full performance you pay for. No excuses.

NO NEOPHYTES. WE'VE GOT OVER SIX YEARS EXPERIENCE.



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Baby Bells, including Bell Atlantic (58%), BellSouth (53%), Ameritech (52%), and Nynex (50%). Other telecommunications brands including MCI, Sprint and Cellular One were rated "excellent" or "very good" by fewer than 45% of consumers, while fewer than 40% rated cable concerns like TCI, Cox and Continental highly.

Even with its dominant brand recognition and high rating AT&T still has tough sledding ahead, as a recent FCC report shows. Even with the company's good reputation, the trend clearly shows consumers have demonstrated a critical ability, and penchant to choose some long-distance carrier other than AT&T.

For instance, the FCC report shows that revenues earned by long-distance companies have increased consistently since 1984 as average per-minute costs declined during a period of rapid caller-volume buildup. In this period, AT&T lost about half of its once dominant long-distance market share between 1984 (90%) thru 1996 (54%). During the same period, MCI's long-distance share increased from 5% to 18% of the market total. Sprint's market share for the period rose from 3% to almost 10%. Smaller carriers, as a group, grew even faster, growing from 4% to 14%. These results show clearly that even AT&T can no longer wait for business to fall over the transom and into its lap like it used to in less-competitive days prior to 1984.

Theoretically you could someday be purchasing local or long-distance service from PG&E, or, for that matter, Southern Pacific or BART; anyone with lawyers and right-of-way can enter this game.

The Local Market

Pacific Bell, with or without Southwestern Bell, is well aware of the opportunities—and danger—here in California. Bundling services could be a bonanza.

Look at it from their perspective: Here's an opportunity to turn 77% of California's local-service telephone customers from $30-per-month customers into $60- to $100-per-month customers by simply providing current customers with long-distance and flat-rate Internet access in addition to local phone service. Imagine, the potential to

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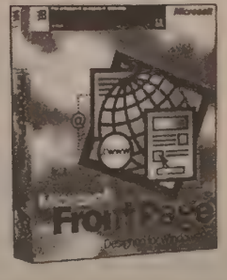

* 6 months hosting required for FrontPage offer. Not valid with any other offers.

Online Services *continued...*

triple revenues from existing customers...why even Congress would be envious. But the opportunity cuts both ways as cable, long lines, and other new players are circling the waters looking for a way to grab market share from Pacific Bell.

Even with no interconnection agreements yet in place here in California, Pac Bell is already on the bundling bandwagon. One can't help but think that Pac Bell is performing field trials, as they iron out the bugs of various approaches so they'll have a competitive edge when the the real show begins. Not only is Pac Bell learning how to seriously work the bundling angle, it has already introduced the bundling scheme to its customers so we'll be used to it when the big pitch comes. Case in point is the recent promotion of its Pacific Bell Saver Packs. Through November 19, Pac Bell offered five discounted packages of the most popular telephone services designed to fit various "lifestyles." Pre-designed packages included different combinations of services like Caller ID, Message Center and Call Waiting. The "Busy Home" and "Work at Home" saver packs provide monthly discounts ranging from $1.90 to $17.40 with savings of 19-41%.

Since it's playing the bundling game already, just imagine the deals and combos Pac Bell will be offering once it is given the go-ahead to sell long-distance and video. IT'LL MAKE YOUR HEAD SPIN.

Another bundling scheme can be found in its Additional Line package, where Pac Bell includes two free months of Pac Bell Internet with a waiver of the one-time setup fee, a discount on Caller ID and 5,000 bonus points that can be applied to an additional three months of IP service. See the interaction here between the various "services?" Since it's playing the bundling game already, just imagine the deals and combos Pac Bell will be offering once it is given the go-ahead to sell long-distance and video. It'll make your head spin. ■

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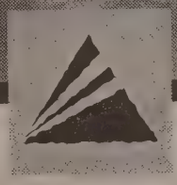

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AIMNET'S INTERNET SERVICES

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- ISDN LAN/Centrex LAN
- Frame Relay/T1/DS3
- WWW Hosting and Server Collocation

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Aimnet has one of the most technologically advanced network infrastructures in the nation. It is built and upgraded with only top quality hardware. Aimnet currently boasts a Sun SPARC 1000 server and 55 gigabyte RAID 5 mass storage device as the latest additions to its network.

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Aimnet is your one point-of-contact for Telcom installation, purchase and configuration of hardware and getting your connection to the Internet up and running. Aimnet is your turnkey Internet solution. We are a 3Com, Ascend, Cisco, Farallon and Pacific Bell reseller.

Farallon

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Web Page Listings

COMPUTER PRODUCTS & SERVICES

1-888-CD Movies Plus MPEG *http://www.cdmovies.com/* Browse our VideoCD/MPEG catalog: movies, music videos, kids, sports, adult , and more. Also, the latest in entertainment technology. [Exp. #161.]

ACP Superstore *http://www.cyberswap.com* We offer computer swapmeets, an auction house for computers and electronics, a closeout warehouse, and specials. [Exp. #161.]

Acutrack *http://www.acutrack.com* Acutrack is a turnkey software duplication company specializing in CD and diskette duplication. [Exp. #160.]

Alternative Resources Corp. *http://www.alrc.com* Project-based national corporation specializing in large, state-of-the-art desktop and networking technical opportunities. [Exp. #161.]

American Photo Syndicate *http://www.american-photo.com/* Thousands of Web-sized photos: supermodels, movie stars, fashion, cars, earthquake, and more. [Exp. #160.]

Barnabas Consultant's *http://www.netcom.com/~barnacon* Computer/LAN sales and maintainance and repair. [Exp. #160.]

BradyGAMES *http://www.mcp.com/brady* Downloadable shareware, demos, cheats and hints, Gamers Connection, and an interactive site for the Command & Conquer series. [Exp. #157.]

Components Direct *http://www.componentsdirect.com* Your source for memory and hard drives at the lowest prices. [Exp. #160.]

Control Memory Factory *http://www.controlmemory.com* Double your memory for free—upgrade listing for over 4,500 computers, printers, and everything else. [Exp. #157.]

Cyber Plaza USA *http://usa.cplaza.or.jp* NEC's Cyber Plaza features a weekly column by Ken McCarthy on business and technological developments in Silicon Valley. [Exp. #160.]

Digital Production Services *http://www.accessone.com/digital* Video production, Avid training, rental, and support. [Exp. #160.]

Digitcom Multimedia *http://www.div-n.com* Video and audio programs, original business, lifestyle, and content programming, and links to the best sites on the Web today. [Exp. #157.]

Donovan Distribution Co. *http://ihall.com/donovan/* Power Protection products. We buy, sell, trade, rent, and repair Uninterruptible Power Systems. [Exp. #161.]

EIB Home And Building Automation *http://www.eiba.com/home_frm.html* EIB: The Contemporary Open Building Management System—an open, multivendor and multipurpose communication platform. [Exp. #161.]

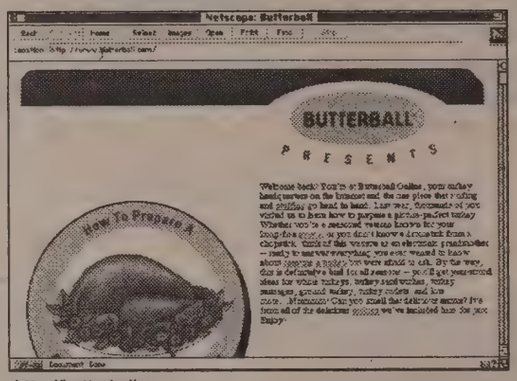
Exponential Software *http://www.hooked.net/~exponent* Looking for a quotation or estimation software? Visit our Web site. [Exp. #160.]

F2 Computing *http://www.cyberg8t.com/f2comp* Builders of custom wood and graphical computer cases. Upgrades and complete systems built, too. [Exp. #157.]

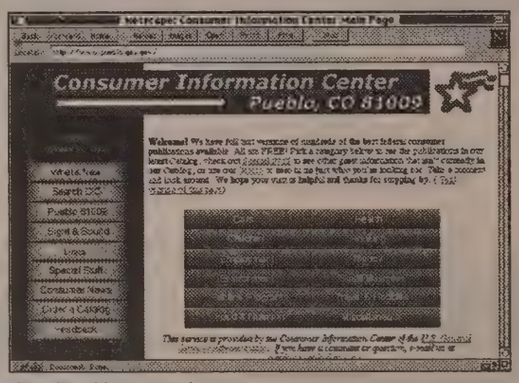
FLX *http://www.flx.com* Computer-based tools and solutions to help with some of the most pressing issues facing human resource departments today. [Exp. #157.]

Fringe Ryder's Corral *http://www.fringeweb.com/Laptops.html* Laptop computer reference site plus LA, politics, and more. [Exp. #160.]

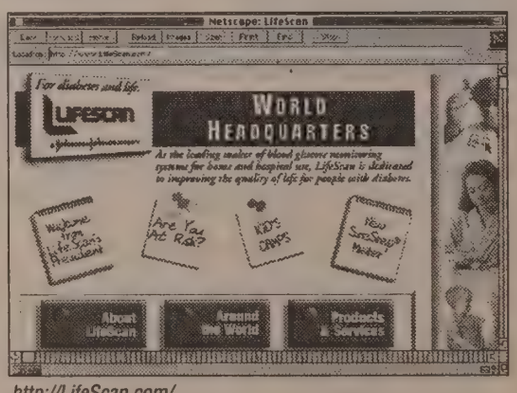
Gazillionaire Deluxe Shareware *http://www.gazillionaire./com/download.html* [Exp. #161.]



http://butterball.com



http://pueblo.gsa.gov/



http://LifeScan.com/

HD Computer Co. *http://www.netcom.com/~mikeqiu/hqc.html* Provides PC and Mac outgoing service. [Exp. #161.]

HiTek Solutions Computer Education Centers *http://www.hiteksolutions.com/hiteksolution/* Novell and Microsoft certification training providers. [Exp. #161.]

HP's Interactive Broadband Program *http://www.hp.com/info/QuickBurst* This new Web site provides up-to-date information on Hewlett-Packard's Interactive Broadband Program. [Exp. #160.]

Infinitum *http://home.earthlink.net/~ifslaser* Printer, copier, fax toner cartridges, and misc. surplus. [Exp. #160.]

Integratron BBS *http://home.earthlink.net/~richnscott/* A free public online service. [Exp. #157.]

Internet Telephone Kit *http://www.perfectmedia.com* Low-cost voice communications anywhere in the world via computer-to-computer. [Exp. #161.]

JDC's House Of CD-ROM *http://www.houseorom.com/houseorom/* We buy, sell, trade, and rent new and used CD-ROM, M-PEG titles and Playstation CDs. [Exp. #160.]

John Torres And Company, Inc. *http://www.accountingsoftware.com* The world's leading provider of Windows and NT-based SQL accounting information systems for middle-market businesses. [Exp. #160.]

LA Connection BBS *http://lacbbs.com* [Exp. #157.]

macintoshos.com *http://www.macintoshos.com* An online destination for Mac users. Shareware, support, live chat, classifieds, news, and more. [Exp. #161.]

NutriGenie *http://users.aol.com/nutrisoft/* Award-winning nutrition software publisher. Download software from Web site. [Exp. #160.]

OmniMedia Technologies, Inc. *http://www.omt.com* MPEG encoder/decoder hardware and software, as well as other multimedia technologies. [Exp. #157.]

One Stop Computer Source *http://www.silicone1.com* PC systems, memory, PCMIA, and more. [Exp. #160.]

Pragmatic Communications *http://wireless-experts.com* An innovator in wireless communications for voice, data, and video applications. [Exp. #160.]

The Printer Connection *http://www.users.deltanet.com/~puzant* [Exp. #157.]

RTG Data Systems *http://www.rtgsoftware.com* Features RTG Bills, a low-cost Windows-based legal time and billing program for small legal firms. [Exp. #161.]

San Francisco AdNet *http://www.sfadnet.com* The Bay Area online advertiser. Advertise now at super low prices. [Exp. #161.]

Software Age *http://www.softwareage.com* A new electronic information source for software users and the software industry. [Exp. #160.]

Software Outlet *http://www.softwareoutlet.com/* A mail order company specializing in low-cost software. Call 1-800-230-SOFT for a free catalog. [Exp. #161.]

Stick-ups Popup Note Software *http://www.stickups.com* Download a free copy of the quickest and easiest way to jot down and keep track of important information. [Exp. #160.]

TLC—Tech Logic Computers *http://www.theprobe.com/sub_pag/techlogi.html* Computers, services, repairs, and more. [Exp. #161.]

Today Computers *http://www.todaypc.com* We provide custom configuration for PCs, Network for Novell, Windows NT, and Windows 95 (WFW). Also on-site and walk-in repair. [Exp. #160.]

Unicom *http://www.via.net/~unicom* New PCs and Web pages for sale. [Exp. #160.]

Vivid Details *http://www.vividdetails.com* High-quality, royalty-free photographs . [Exp. #160.]

Vollant Software *http://members.aol.com/gvollant* Download an evaluation copy of WinImage 3.0, a disk utility that enables users to make a disk image from a floppy. [Exp. #161.]

Windswept Shareware *http://ourworld.compuserve.com/homepages/gregdebacker* Choose from a selection of shareware games and utilities for Windows. [Exp. #161.]

WorkLink—ADA Solutions *http://www.worklink.net* Aaptive computer products and devices—DragonDictate (talk to your PC), RSI products, ergonomic workstations, and more. [Exp. #161.]

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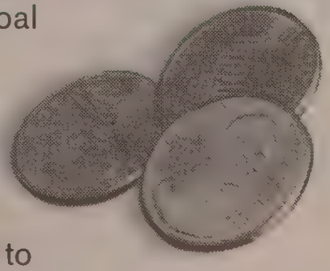

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Online Guide

Web Page Listings *continued...*

WEB/INTERNET SERVICES

A & Z Consulting, Inc. *http://www.azc.com/* Web/Internet services. [Exp. #161.]

Accesspoint Internet Service *http://www.apc.net* Offering affordable dial-up accounts, Web page design, Web site hosting, and business automation services. [Exp. #160.]

Aden Mall *http://www.aden.com* Internet shopping and advertising service at low cost. Free online lessons: learn to speak Chinese. [Exp. #160.]

Adgrafix *http://www.adgrafix.com/info/rtanza* Provides inexpensive Web space and design. [Exp. #161.]

Apple Pi Web Designs *http://mpb.com/saleswom/* Providing high-quality Web designs with a personal touch. [Exp. #160.]

Axis Internet Services *http://www.themall.net/~diamond2/axis.htm* Web page publishing for the individual and business. [Exp. #157.]

Bayshore Information Services *http://adpages.com/bayinfo* How to promote your business, products, or service on the Internet. Free software. [Exp. #160.]

Bytelines *http://www.hooked.net/users/nailbndr* Specializing in creating, designing, editing, layout, and installation of Web sites—big and small. [Exp. #160.]

Carpe Diem Communications *http://www.webon.com* Providing outstanding Web site design, programming, hosting, and maintenance at competitive rates. [Exp. #160.]

CDsmedia *http://cdsmedia.com* Full service presence provider with in-house graphics department for "a cut above." [Exp. #160.]

ComCity *http://www.comcity.com* One of the first Bay Area ISPs providing one-click access via Microsoft Frontpage. Start running your own Web site today. [Exp. #157.]

CreaTech *http://www.concentric.net/~createch* Exceptional yet reasonable Web page design, implementation, and maintenance. [Exp. #160.]

Creative Web Solutions International *http://www.cwsi.com* Full service Web site and Internet commerce consulting firm. [Exp. #160.]

Cuesta Systems *http://www.cuesta.com* Cuesta Systems is a developer of online catalogs—fully searchable, secure online ordering, and simple to update. [Exp. #160.]

CyberCityMall *http://cybercitymall.com* Affordable Web page provider. Web page hosting, $5 or less per month. [Exp. #161.]

ForeverMail *http://forevermail.com* Get a personalized email address and keep it no matter how often you change ISPs. [Exp. #160.]

Graphics Frontier Web Site Development *http://www.gfrontier.com* Web site development using graphics professionals. Services include hosting, Java, and Internet marketing. [Exp. #160.]

Human Dimensions *http://www.humandimensions.com* Find out about creating a quality Web presence for you business. [Exp. #160.]

Imagine-Net Internet Services *http://www.imagine-net.com* Internet and intranet specialists offering Web hosting, intranet development, and Internet access. [Exp. #160.]

InteresE Corp. *http://www.interse.com/* Premier Web analysis software for in-depth data to evaluate your return on your Internet investment. [Exp. #160.]

Jerry Wang's Web Design *http://www.csun.edu/~hbcsc274* Custom Web pages designed for your business. [Exp. #160.]

Joe's CyberPost *http://www.joes.com/* Publish your own free "instant home page" in minutes. [Exp. #160.]

Kepnet *http://www.kepnet.com/* Kepnet is a low-cost, full-service ISP serving San Jose, Palo Alto, and Fremont areas. [Exp. #160.]

Laslo's WWW Site *http://www.netcom.com/~Laslof/* Home of Laslo's Web page design and computer consulting. [Exp. #160.]

Mailcenter *http://www.mailcenter.net/* Mail forwarding service. Use "youralias@mailcenter.net" and your mail will be forwarded to you at current ISP. When you change ISP, your email will follow you. [Exp. #157.]

Mastery, Inc. *http://www.masteryinc.com* Low cost Web pages with Internet Access. [Exp. #160.]

My-Kids.com *http://www.my-kids.com* Commited to developing Web sites that capture life's precious moments and break down the barriers between family and friends. [Exp. #161.]

Net Host *http://www.host1.com* We provide quality services including Web hosting ($19.95), design, promotion, and domain registration at low costs. [Exp. #161.]

Net Knowledge Internet Consulting *http://home.earthlink.net/~scedrone* We'll put your business into cyberspace with online marketing strategies. Fees based upon results. [Exp. #157.]

Network Intensive *http://www.ni.net* Internet service now available in over 3200 local calling areas. [Exp. #157.]

New World Revolution *http://wwwnwrev.com* NWR creates Web sites for companies and organizations. Affordable, reliable, experienced, and professional. [Exp. #160.]

Online Presence Providers *http://www.downwithopp.com/* Do business online for $1 per day. Unparalleled service, quality, and value. Experience the difference. [Exp. #161.]

P-Net *http:www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #161.]

Sequoia Softworks, Inc. *http://www.SequoiaSoft.com* Software development and Internet consulting specializing in custom Web applications for Windows 95 and NT platforms. [Exp. #160.]

ShopCart *http://www.shopcart.com/* Secure server shopping cart program: $35/mo, easy set-up, check-out, and email confirmation. [Exp. #160.]

smcNet *http://smcnet.com* Web publishing for the world! $1400 gets your company on the Web. No hidden charges. Stop by for more information. [Exp. #157.]

StartHere *http://starthere.com* Links to search engines, white and yellow pages, databases, directories. Fast and easy to use. [Exp. #157.]

SteppinStone Web Design *http://www.primenet.com/~kantoku/see/design.html* Affordable Web design. [Exp. #161.]

SupportHelp.com *http://www.SupportHelp.com* The Internet's newest search engine. [Exp. #161.]

Vividus Home Page *http://www.vividus.com* Home page for Vividus Corp., creators of Web Workshop, a Web page creator for kids. [Exp. #160.]

Whirlnet Communications *http://www.whirlnet.com* An Internet communications firm, creating and using Web sites to market products and services per customer specifications. [Exp. #157.]

WOLNET *http://wolnet.com* Complete Internet Service Providers [Exp. #160.]

SERVICES & PRODUCTS FOR SALE

American Greetings Online *http://www.americangreetings.com* Order and send cards, flowers, candy, and more from your personal computer. [Exp. #161.]

Anil Raman Insurance Agency *http://www.wco.com/~raystark/ramam.html* Personal and commercial lines of insurance. English and Hindi spoken. [Exp. #161.]

Antique Mall *http://www.linet.com/users/antiqmal* A database of antique items, dealers, collectors, appraisers, repair, and restoration. Free appraisal on one item. [Exp. #161.]

Arcanum Ranch Pottery *http://northcoast.com/~arcanum* Beautiful handmade pottery with classic glazes available at the studio in Northern California. [Exp. #160.]

Argonaut Systems *http://www.geocities.com/SiliconValley/Park/3165* Automating sales—using computers in an organization's sales function should be a planned operation. [Exp. #160.]

Armchair World *http://www.armchair.com* A metaphor for exploration on the Internet. Travel, touring, cuisine, personal growth, history, and futurism. [Exp. #157.]

Asante' Health Center *http://www.punawelewele.com/asante/* Asante' Health Center, in Los Gatos, specializes in massage, acupuncture, and chiropractic. [Exp. #160.]

Bev 'n' Bern Coffee Co. *http://www.bevnbern.com* The best coffees from the best roasters. Full line Coffee House completely on the Web. [Exp. #157.]

Bicycle Motors *http://www.bicyclemotors.com* Transform your 26" adult cruiser into a super commuter in one hour with the MX-5 Bicycle Motor. [Exp. #160.]

BigBook *http://home.bigbook.com:9000/* Location of BigBook 3D, an online application creating replicas of major cities and linking them to a comprehensive Yellow Pages database. [Exp. #157.]

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Full Service Internet Access Provider
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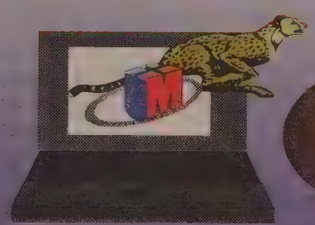

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U.S.Robotics 33.6 winmodem(int) 95
U.S.Robotics 33.6 (int)/voice 129/139
U.S Robotics 33.6 (ext)/voice 145/165

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Toshiba 8X IDE CD-ROM $99
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SB 16 Compatible (ESS Sound Chip).....33
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Stero Speaker 40/60/120/180 ....20/30/40/50

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Power Supply 17
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FD 1.44MB High Density.....21
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IDE Hard Disk 1.2GB/1.6GB 162/187
IDE Hard Disk 2.1GB/2.5GB 225/299
SCSI Hard Disk 1.0GB/2.0GB 249/399
SCSI Hard Disk 4.3GB 779
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KEYBOARDS/MICE

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VIDEO CARDS

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Diamond 3D Dram/Vram.....99/189
Diamond 64 2MB/4MB VRAM.....165/225
ATI Mach 64 1MB/2MB DRAM 59/67
ATI Mach 64 2MB/4MB DRAM 157/299
Matrox Millenium 2MB/4MB WRAM.....169/249
Matrox Millenium 8MB WRAM 499
Number 9 Motion 771, 2MB/4MB.....215/315

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MAG 15/17 95 NI 322/553
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CTX 14"/15" 219/309
Sony 15"/17"/20" 432/712/1539
Nano 17"/20" 776/1695
Nokia 15"/17"/21".....422/653/1795
Viewsonic 14"/15"/17".....243/349/565
NEC 15"/17"/20" 378/755/1623

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Promise 2300 + EIDE (4HD/2FD).....41

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Cooling Fan w/ heat sink 486/586/686 .....7/13/19
Artec Scanner: Handheld/Flatbed.....69/319

TERMS AND CONDITIONS

1 One year parts warranty on systems purchase
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3 Not responsible for typographic errors
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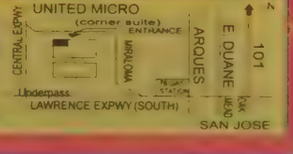

Online Guide

Web Page Listings *continued...*

Bowater Incorporated *http://www.bowater.com* Financial data, company news, business and product descriptions, as well as environmental and forestry facts. [Exp. #157.]

Case Logic *http://www.caselogic.com* Entire Case Logic line is available for customers to browse. Updated monthly. [Exp. #157.]

Cherry Coke Wall *http://www.ccwall.com* Designed to break the barriers of conventional marketing on the Internet. [Exp. #161.]

Coffee Anyone? *http://www.coffee-anyone.com* The original computer coffeehouse. [Exp. #161.]

Critical Mass Multimedia *http://www.cmassmedia.com* Creative and production services for multimedia presentations, Web sites, trade show graphics, slides, overheads, and small format color prints. [Exp. #157.]

Cyber City 900 *http://www.winnerpage.com/?46625* Find a date, discover your future, or explore a super network of trivia, advice, and sports. [Exp. #161.]

Cyberdocs *http://www.cyberdocs.com* Available around the clock, Cyberdocs provide live, online, medical care for patients in the comfort of their own home, or wherever they may access the Internet. [Exp. #161.]

DB Publications Online *http://www.dbpublications.com* High-tech printing and packaging for the software and hardware industry. [Exp. #160.]

Digital Stock Corp. *http://www.digitalstock.com* Publisher of high-quality, royalty-free stock photography. [Exp. #161.]

Discmakers *http://www.discmakers.com* The #1 independent audio manufacturer in the country. Check our our extensive online mastering resources. [Exp. #157.]

Dogstuff *http://www.lasernet.com/dogstuff* 1997 Individual dog breed calendars, security signs, rubber stamps, freezer magnets, and more. [Exp. #161.]

E-Benefits *http://www.e-benefits.com* Internet-based health insurance agent that quickly allows either an individual or a small business employer to identify appropriate benefits plans and enroll within minutes. [Exp. #161.]

Ferguson Consulting *http://www.datadepot.com/~ferguson/index.html* Specializing in networking, programming, accounting, Windows, Novell, UNIX, FoxPro, Mas90, Web pages, C, BBX, and custom projects. [Exp. #160.]

Futon Depot & Discount *http://goplay.com/clients/futon/adv/futon-1.html* Examples of furniture and futons available. Download discount coupon. [Exp. #161.]

Gallery Of Cats *http://www.dreamtek.com/gallery-of-cats* An online catalog of unique gifts and collectables for cat lovers and people who love cat lovers. [Exp. #157.]

Gold Bug Historic Map Reproductions *http://www.goldbug.com* Hard copy reproductions of old maps. Publishers of AniMap and SiteFinder historical atlas software. [Exp. #157.]

Haversack *http://www.haversack.com* Haversack—the perfect sport solution, a backpack for the necessities, lunch, first aid, ect. [Exp. #160.]

The Internet Chamber Of Commerce *http://www.internet-chamber.com* Dedicated to promoting the growth of electronic commerce and offering many benefits to its members. [Exp. #157.]

Jim Zook—Illustrator & Graphic Designer *http://www.jimzook.com* Web graphics and designs, ads, brochures, corporate reports, etc. Available for parties, weddings, and barmitzvahs. [Exp. #157.]

Jones Biomedicals & Laboratory, Inc. *http://members.aol.com/jonbio/jblinc.htm* Provides scientific materials to educational institutions, fish food kits, and novelty items. [Exp. #161.]

Klopper Investigations *http://www.globaldomain.com/klopperpi* Full service investigative firm offering nationwide computer public records research, criminal and civil investigations, and other related investigative research. [Exp. #160.]

LACIS *http://www.lacis.com* LACIS supplies books, tools, threads, and fabrics for the textile arts, millinery, bridal, conservation, and more. [Exp. #160.]

Le Mitt *http://www.lemitt.com* Manufacturer of a unique temperature-regulated therapeutic mitt designed for sufferers of carpal tunnel, arthritis, and sports injuries. [Exp. #157.]

LifeScan, Inc. *http://www.LifeScan.com* Products, company, and diabetes self-care information to improve the quality of life for people with diabetes. [Exp. #161.]

List Store *http://www.liststore.com* Order consumer mailing lists online from Donnelley Marketing, Inc. [Exp. #160.]

Margaritas.com *http://www.margaritas.com* A cool place in the sun. Refreshing frozen margaritas delivered right to your door. [Exp. #160.]

The Market Place 2000 *http://www.themarketplace.com* TMP2000 is an interactive, real-time, online database of product information in business-to-business secondary markets. [Exp. #161.]

MDSystems.com *http://mdsystmes.com/index.htm* Photographs on t-shirts, Web page development, business services, and more. [Exp. #160.]

Med Web *http://www.medxchange.com* The most complete medical equipment Web site on the Net with over 26,000 visitors/month. [Exp. #157.]

Mr. Martin Garage Doors *http://www.datadepot.com/~ferguson/martin/index.html* Martin garage door dealer of Southern California offering "The World's finest, safest doors." [Exp. #160.]

O'Brien & Gere Co. *http://www.obg.com* Full-service engineering consulting firm with capabilities in construction management, lab analysis, contract operations, and manufacturing. [Exp. #157.]

Online Camera Exchange *http://www.cameraexchange.com* A searchable database for used photographic, video, motion picture, and mini-lab equipment. [Exp. #157.]

Sunshine International Penpals *http://www.sunshine-girls.com/* Asian women desire romance, marriage. World's largest correspondence service since 1984. Free photobrochure. [Exp. #161.]

Trudean *http://www.trudean.com* Avoid crowded malls—holiday, gift, and personal shopping online. [Exp. #160.]

Tubz Custom Whirlpool Bathtubs *http://www.opendoor.com/Tubz/TubzHmPage.html* Largest and best whirlpool bathtub showroom on the West Coast. [Exp. #160.]

VINalert *http://ourworld.compuserve.com/homepages.vinalert* Vehicle history report — historical odometer data is available for most vehicles on the road in California. [Exp. #160.]

Virtual Treasures *http://www.vtme.com* Twenty-four herbal extract formulations designed to improve you overall health. [Exp. #161.]

World Web Collectibles *http://www.wwcollectibles.com/* Features a professional marketing report that can help you more effectively advertise on the Web. [Exp. #161.]

FINANCIAL/REAL ESTATE SERVICES

Apex Group Inc. *http://www.netcom.com/~apexagi/apexhome.html* Full-service business consulting and management services firm. Online newsletter, business guide, IRS tips for tax savings, and more. [Exp. #157.]

Auto/BrokerNet *http://www.autobroker.net* Buy or sell classic, exotic, race vehicles and real estate worldwide. Free unlimited access, FTP & Internet email. [Exp. #157.]

Bay Area New Realty Solutions *http://www.newrealty.com* Searchable listings with photos; each with calculated monthly payments & qualifying incomes for different downpayments. [Exp. #157.]

Best Of The Dow *http://www.bestofdow.com/stocks* A historically proven, statistically sound method of choosing stocks which have achieved superior results over the years. [Exp. #161.]

BIN—Bermuda Insurance Network *http://www.binet.bm* Providing Internet connectivity to Bermuda as well as offering services to the island's growing insurance and reinsurance industry. [Exp. #160.]

Chosen Properties *http://www.choseproperties.com/index.html* A full service realtor in Southern Oregon. [Exp. #160.]

Consumer Credit Counseling Service Of The East Bay *http://www.cccsebay.org* A nonprofit organization dedicated to helping you help yourself regain control of your finances. [Exp. #160.]

Discovery Funding Company *http://www.globaldomain.com/ddl* We offer loans for real estate and other business investments. [Exp. #160.]

Guess The Dow Contest *http://home.earthlink.net/~bill-la/* Famous Dow contest lets you predict what's going to happen on Wall Street. Enter now. [Exp. #160.]

HomeNet *http://home.bcg.net* Search engine for homes for sale, home financing and improvement advice, and industry professionals. [Exp. #161.]

HomeScout *http://homescout.com/* 300,000 homes for sale, 122 real estate sites, search capabilities, mortages, furnishings, and more. [Exp. #160.]

Internet Fund *http://www.Internetfund.com* The Internet Mutual Fund, a no-load, performance-based fun, aimed at investors looking for opportunities to invest in the future of the Internet. [Exp. #160.]

Mortgage-Net *http://www.mortgage-net.com* National lender database for purchase, refinance, and home equity loans. Features calculators, interest rate trends. [Exp. #157.]

Myers Equity Express *http://www.myer.com/mortgage* Low mortgage rates for purchase, refinance. Money Magazine rates us as a leading borrowing deal. [Exp. #157.]

Myers Internet Services *http://www.myer.com/mis* The one-stop shop to get your business up and running on the Internet. [Exp. #157.]

The Noble Internet Directory *http://www.experts.com* Investment expertise free online. [Exp. #160.]

REdirect *http://www.iuma.com/RDI/redirect* An information site for commercial real estate professionals with databases of financing and equity sources. [Exp. #160.]

Tuolumne Associates *http://www.primenet.com/~pabat/* Supports newly-formed and first-stage high-tech product companies. We offer business planning; personnel for marketing; finance and operations; and investment services. [Exp. #161.]

LEGAL SERVICES

Association for California Tort Reform *http://www.actr.com/actr/* The latest information on legal reform, summary of Supreme Court decisions, ACTR's amicus briefs in selected cases, and more. [Exp. #160.]

Counsel Connect *http://www.counsel.com* Counsel Connect, the online service exclusively for attorneys, will make its service free to lawyers in government and nonprofit offices. [Exp. #161.]

John R Kahn's Home Page *http://members.tripod.com/~jkahn/index.html* Attorney handling Computer, Bankruptcy, and Real Estate law, and transactional matters in San Jose, CA. [Exp. #161.]

LawAid *http://www.lawaid.com* Created to solve the problem of finding law-related services in a simple and easy-to-use database. [Exp. #161.]

Paralegal Services *http://members.aol.com/jlxent/paralegal.gif* Paralegals qualified in assisting individuals and businesses with divorce, unlawful detainers, and civil matters, in the SG Valley and Inland Empire. [Exp. #161.]

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- Keyboard
- Mouse
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- 486DX4 Motherboard VLB or PCI
- AMD 486DX4 CPU
- 256K Cache
- 4MB RAM
- Teac 1.44MB Floppy Drive
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- SVGA Accelerator w/1MB
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- Mouse
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- 256K Cache Pipeline Burst
- 8MB Memory
- Teac 1.44MB Floppy Drive
- 1GB IDE Hard Drive
- 6X CD-ROM • Sound Card • Speaker
- PCI Enhanced IDE/IO Controller Card
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- Keytronics Keyboard
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- 16MB of Memory exp. to 128MB
- 1.44MB Floppy drive (Teac)
- 1.2GB Enhanced IDE Hard Drive
- Keytronics 101 Keyboard
- Diamond Stealth 64 Video w/2MB VRAM
- Logitech Mouse
- 15" NI .28 DP Monitor
- Mid Tower Case

120MHz $1199
133MHz $1269
150MHz $1349
166MHz $1469

$1179

SONIC ASUS PCI

- ASUS P55TVP4 VX PCI Motherboard
- 100MHz Pentium® CPU
- 256K Cache Pipeline Burst
- 8MB Memory
- Teac 1.44MB Floppy Drive
- 1GB IDE Hard Drive
- PCI Enhanced IDE/IO Controller Card
- Diamond Stealth 64 w/1MB DRAM
- 15" NI .28dp Monitor
- Keytronics Keyboard
- Logitech Mouse
- Mid-Tower Case

120MHz $969
133MHz $1039
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166MHz $1239
200MHz $1469

$939

MOTHERBOARDS

INTEL

Atlantis 75-166, 256 PBC 1MB SVGA (up to 2MB)	$240
Endeavor 75-133, 256 Pipeline Burst	189

ASUS

PVI4/SP3 SIS PVI-486 w/IDE & I/O	120
PCI/P 55T2P4 Triton-II 75-200	159
PCI/P 55TVP4 Triton 75-200 PCI Pipeline Burst	149
SX P55T2P4 Triton II ATX	$169
PCI/P6NP5 440FX 150-200	$299

GENOA

486 Turbo Express /DX/DX2/DX4 72-Pin	110
486 Turbo Express /DX/DX2 72-Pin	95

OTHERS

386-DX40 AMD	75
386-SX40 AMD	55
486 DX/DX2/DX4 (4 30PIN & 2 72PIN)	**69**
486 DX/DX2/DX4 PCI/VLB (4 30PIN & 2 72PIN)	**75**
Pentium Triton VX 75-200MHz w/DIMM SOCKET	**99**

GRAPHICS CARDS

DIAMOND

Stealth 64 Video PCI 2MB VRAM	169
Stealth 64 Video PCI/VLB 2MB DRAM	89
Stealth 64 Video PCI/VLB 1MB DRAM (upgr)	69
Stealth 64 2000 3D PCI 2MB/4MB	119/139

OTHER GRAPHICS CARDS

SVGA 800X600 (256)	20
SVGA 1024X768 (512K)	29
SVGA 1024X768 (1 MB) VLB/PCI	35
Accelerator 3D Graphic Card 2MB EDO	**92**

SPIDER

Spider 64 VLB/PCI 1MB/2MB/4MB	110/152/237
Spider 64 MACH2 2MB	175
Spider Tarantula Lite PCI 1MB/2MB	49/69
Spider Tarantula 2MB	165

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PENTIUM® MOTHERBOARD

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- Intel P-100MHz CPU
- CPU Cooling Fan

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SPECIAL OF THE MONTH

SCREAMING DEAL

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- 256K Cache
- DX4/100 CPU
- CPU Cooling Fan

5x-133 PCI/VLB Motherboard $125

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CD-ROMS

Mitsumi 4x IDE CD-ROM	$65
Teac 6X IDE	85
Teac 8X IDE Int.	99
Toshiba 8X IDE Internal	99
For External SCSI Drives Add	40
Sanyo 4X 3-CD changer	115

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MONITORS

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14" VGA Mono	79
14" Super VGA 1024x768, .28 NI	208
15" SVGA 1280x1024 .28dpi .25	290

SAMSUNG

Syncmaster 154NE 1024/768 .28dpi	339
Syncmaster 15" GLE 1024x7688 .28NI	369
Syncmaster 17" GLi .28NI	659
Syncmaster 17" GLSi SVGA .26NI	769
Synmaster 20GLi 1600x1200 .28	1159

VIEWSONIC

14ES 14" .28 1024X768	252
15ES 15" .28 1024X768	334
15G 15" .28 1280X1024	360
15GS 15" .27 1280X1024	370
17GA 17" .27 1280X1024	669
17GS 17" .27 1280X1024	619
17PS 17" .25 1600X1280	745
PT770 17" .25 1600x1280	760
20G 20" .27 1600X1280	1145
21PS 21" .25 1600X1280	1520
21PT 810 1600x1280	1570

SONY

15SF II 15" 1280X1024 .25 Green	Call
17SF II 17" 1280X1024 .25 Green	Call
20SF II 20" 1600X1200 .30 Green	Call

SOUND CARDS

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Sound Blaster 16 IDE PNP	**68**
Media Magic 32 Wavetable	**58**
3D Super Sound Media Magic PNP	**45**

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Baby Desktop Case	$34

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14.4/14.4 Fax/Modem w/ Voice Int.	30
28.8 Fax/Modem w/voice, Speaker Jack	89
33.6 US Robotics Int. Fax/Modem V.34	139
33.6 US Robotics Ext. Fax/Modem	**159**
33.6 US Robotics Int. Fax/Modem w/voice	159
33.6 US Robotics Ext. Fax/Modem w/voice	179

NETWORK CARDS

ETHERNET

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NE-2000 16-Bit BNC	19
NE-2000 Combo	30
NE-2000 PCI Combo/5-Port/8-Port Hub	48/55/85

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1.44MB Teac	**22**
1.44MB EPSON	**19**
1.44MB Mitsumi	**21**
Mitsumi Keyboard	11
Keytronics Win 95 Keyboard	19
Logitech Mouse	19
Logitech MouseMan	22
3-Button Microsoft Compatible	5

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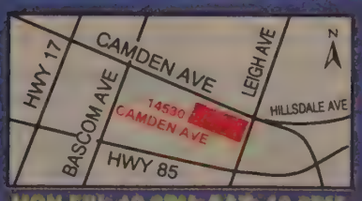

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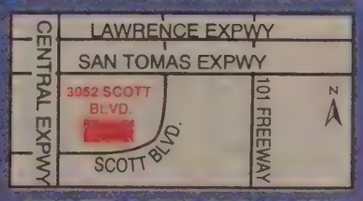

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Online Guide

Web Page Listings *continued...*

Richard J. Greenstone, Attorney at Law *http://www.rjg.com/rjg* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp. #157.]

Surfing Lawyer *http://www.netlegal.com* Canada's most comprehensive legal Web site features links of interest to Canadian lawyers and the general public, as well as freeware, shareware, and lawyer jokes. [Exp. #161.]

Weiss & Weissman, Inc. *http://www.wwlaw.com* San Francisco Area law firm specializing in estate planning, tax, and real estate law for sellers, buyers, and for sale by owner. [Exp. #160.]

WWW Law Firm Directory *http://pages.prodigy.com/CA/rawb/lawdir.html* Free directory of law firms on the Net for consumers and attorneys. [Exp. #161.]

EMPLOYMENT/ EDUCATION

Altos Education Network *http://www.altosnet.com* The first totally Web-based education for entrepreneurs on the Web. [Exp. #160.]

Computer College Silicon Valley *http://www.ccsv.com* Internet and HTML training specialists. [Exp. #160.]

Helping Hand Services *http://www.moneyfinder.com* Guaranteed college financial aid. Higher education and career consulting. Scholarships, fellowships, grants, loans. [Exp. #160.]

High Tech Careers Virtual Job Faire *http://www.vjf.com/* Features over 500 employers listing over 15,000 high- tech career opportunities, a Resume Center, career magazines, and more. [Exp. #161.]

Human Resource Store *http://www.mcs.com/~jmruh* Offers executive job sources, employer recruitment, outplacement, and other full-service human resource outsourcing. [Exp. #160.]

JobSmart: N. Cal. Job Search Guide *http://jobsmart.org* Local job banks, newspapers, job hotlines, job fairs, salary info, and more from Bay Area Public Libraries and KPIX. [Exp. #161.]

Los Angeles Pierce College *http://cgi.amazing.com/pierce/* Offering an integrated catalogue and schedule of classes search engine. [Exp. #161.]

Mactivity *http://www.mactivity.com* Educational conferences for designers and developers using Macs. [Exp. #161.]

Northern California Job Search Guide *http://jobmart.org* Local job banks, newspapers, job hotlines, job fairs, salary info, and more. [Exp. #161.]

Resume-Net *http://www.resume-net.com/* Silicon Valley computer industry resume service. Free to employers. First month free to job seekers. [Exp. #160.]

Southern California Jobs *http://www.thomas-staffing.com/jobs.htm* Updated job listings for the Southern California area. [Exp. #160.]

Unique Part Time Jobs *http://members.gnn.com/researchpub/respub.htm* Your complete source of fun, interesting, and lucrative spare-time jobs. [Exp. #160.]

ORGANIZATIONS/ PUBLICATIONS

American Civil War Association *http://reenact.org/acwa/* Civil War re-enacting organization in California. Battles, living history, and display of live during the 1860s. [Exp. #161.]

American Medical Association *http://www.ama-assn.org* [Exp. #161.]

American Society Of Safety Engineers: Greater San Jose Chapter *http://www.best.com/~assegsjc* Information on the society and local chapter, meetings, and educational opportunities. [Exp. #160.]

Apparel News *http://www.apparelnews.net* [Exp. #160.]

The Bahá'í Faith *http://www.bahai.org* A wealth of information about this 153-year-old religion, its teachings, and the activities of its followers. [Exp. #157.]

The BBS Corner *http://www.vni.net/thedirectory/* Devoted to Bulletin Board and online users and sysops. [Exp. #160.]

Bits And Pieces *http://www.ryzome.com/bits.htm* An e-zine of young writing and art. It's your world, send it to us! [Exp. #160.]

Black Hollywood Reports *http://home.earthlink.net/~btn/* Weekly news and information service for African-Americans in the entertainment industry. [Exp. #160.]

Bungalow News Home Page *http://www.bungalownews.com* One of LA's largest and most complete newsstands. [Exp. #160.]

Center For Systems Management *http://www.csm.com/* Useful information for Project Managers and Systems Engineers. [Exp. #160.]

Club URL *http://www.loop.com/~auglb* Amiga Users Group of Long Beach, CA. [Exp. #160.]

Community Peacemakers *http://emf.net:80/~swaaden/index.html* Take a stand for peace, non-violence, and social justice. Be a community peacemaker! [Exp. #161.]

CTWO: Center For Third World Organizing *http://www.igc.apc.org/ctwo/* Established 1980, CTWO is nationally recognized for its innovative organizer training leadership development programs in communities of color. [Exp. #161.]

CultureWatch Online *http://www.igc.apc.org/culturewatch* Monthly annotated bibliography which monitors the religious right's political agenda and strategy. [Exp. #157.]

Cybrary Of The Holocaust *http://remember.org/* Online bookstore, liberators testimonies, survivor stories, and more. [Exp. #161.]

DharmaNet International *http://www.dharmanet.org* Central clearinghouse for Buddist resources worldwide. [Exp. #160.]

Dictionary Of PC Hardware And Data Communications Terms *http://www.ora.com/reference/dictionary* Publisher O'Reilly & Associates create a freely avaliable online version of this helpful book. [Exp. #160.]

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- Starts with $20 flat rate per month.
- Domain Name Registration avaliable
- Network Solution Consultation Avaliable
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7 Days a week.

Online Guide

Web Page Listings *continued...*

Fabulous Freebies *http://members.tripod.com/~freebies* Online zine presenting items and samples available for free on and off the Internet. [Exp. #161.]

Financial Women International *http://www.fwi.org* Includes information about the association, membership, conferences, Leadership Forums, position statements. career management articles, and more. [Exp. #160.]

GerMedi@ *http://germedia.de* News to use from Germany. [Exp. #160.]

Intercultural Dating Club *http://www.starcreations.com/idc* IDC for singles interested in interracial /intercultural dating. Singles parties, rotation dinners, and matchmaking [Exp. #161.]

International Small Business Consortium *http://www.isbc.com/* Helping small businesses find business opportunities worldwide. [Exp. #161.]

Islamic Center Of Sacramento *http://users.aol.com/hineaf/index.htm* Find information on Islam and Muslims. [Exp. #160.]

Korean Books At U.C.B. *http://www.lib.berkeley.edu/EAL/ealk2.html* In both English and Korean, this online catalog offers a list of references and special collections at the East Asian Library. [Exp. #160.]

Lanchester Press, Inc. *http://www.lanchester.com/* Books on Japanese marketing strategy, ISO 9000, and reliability. [Exp. #161.]

Mansell Publishing *http://www.mansell.com* Publisher of books for Design trade. New book, IdentaFONT, allows fast identification of PostScript fonts. [Exp. #161.]

Microwave News *http://www.microwave.news.com* Information on health effects of electromagnetic fields. [Exp. #160.]

National Center For Employee Ownership *http://www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp. #160.]

NetscapeWorld *http://www.netscapeworld.com* The hands-on magazine for Web professionals. [Exp. #161.]

News Of The Day (In Haiku) *http://www.newsoftheday.com* News summaries on the Web. [Exp. #160.]

OCLUG *http://chaos.fullerton.edu/oc_lug.html* Orange County Linux Users Group. [Exp. #160.]

Orange County NetWare Users Group *http://www.computerquest.com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info. [Exp. #157.]

Peninsula Computer Club *http://www.serius.com/~jlo/pcc5.htm* Peninsula Computer Club for IBM-Compatibles. [Exp. #161.]

The Probe *http://www.theprobe.com/* Internet Marketing Shopping Mall. [Exp. #160.]

The Ridge Page *http://www.geocities.com/SiliconValley/Park/3753* Computer and Internet news, information links, icons and images. Discussion area updated monthly. [Exp. #161.]

Salon *http://www.salon1999.com/* Webzine of books, arts, and ideas. [Exp. #160.]

San Lorenzo Dog Training Club *http://www.csra.net/wolvesden/a3/a3.htm* [Exp. #160.]

Sequoia High School Alumni Association Online *http://www.belmont.gov/orgs/alumni/* Alumni information for three SF Peninsula high schools: Sequoia, San Carlos, and Ravenswood. [Exp. #160.]

SFBayArea.com *http://www.SFBayArea.com/* Your source for the San Francisco Bay Area. [Exp. #157.]

Shared Heart Home Page *http://www2.cruzio.com/~sharedhf* The Shared Heart Foundation is a non-profit organization dedicated to the healing of relationships. [Exp. #160.]

SOS/Secular Organizations for Sobriety/Save Our Selves *http://www.hooked.net/~unhooked* Local home page of Bay Area chapter of SOS. Nonreligious support groups for people recovering from alcohol or drug problems. [Exp. #157.]

StarCenter Advanced Galactic Astrology *http://www.starcenter.com/* A new astrology, using the heliocentric chart of conception. Free daily updates. [Exp. #160.]

The Unrecables *http://home.earthlink.net/~unrecables/* A community-based organization serving people with disabilities with sports and recreational opportunities. [Exp. #160.]

Vegas Deluxe *http://www.lasvegassun.com* Up to the minute news from the Las Vegas Sun, AP, and the Christian Science Monitor. [Exp. #161.]

VFW Post 1663, Sunnyvale CA *http://www.nichecom.com/~vfw/* Comradeship, patriotism, and community service. [Exp. #160.]

Walnut Creek Church Of Christ *http://www.netcom.com/~khensley/wcc.html* [Exp. #160.]

Windows OnLine *http://www.cris.com/wol/* Home of Windows OnLine (BBS), which publishes the WinOnLine Review (online magazine)—commercial and shareware reviews. [Exp. #160.]

Wine Spectator *http://www.winespectator.com* The largest circulation wine publication in the world offers advice, ratings, and prices on over 50,000 wines. [Exp. #161.]

ODDS & ENDS

Advanced Herbal Alternatives *http://www.takeout-info.com/vitamins* Chinese herbs formulated for overall health and wellness. [Exp. #160.]

Amazon City *http://www.amazoncity.com* The first city for women on the Internet. [Exp. #161.]

Ciritical Thinking *http://www.crithink.com/* Critical thinking designed for those who want to eliminate religious dogma from their life. [Exp. #161.]

eDirectory *http://www.edirectory.com/* Over 200 search engines from over thirty-five countries, listed by country. [Exp. #161.]

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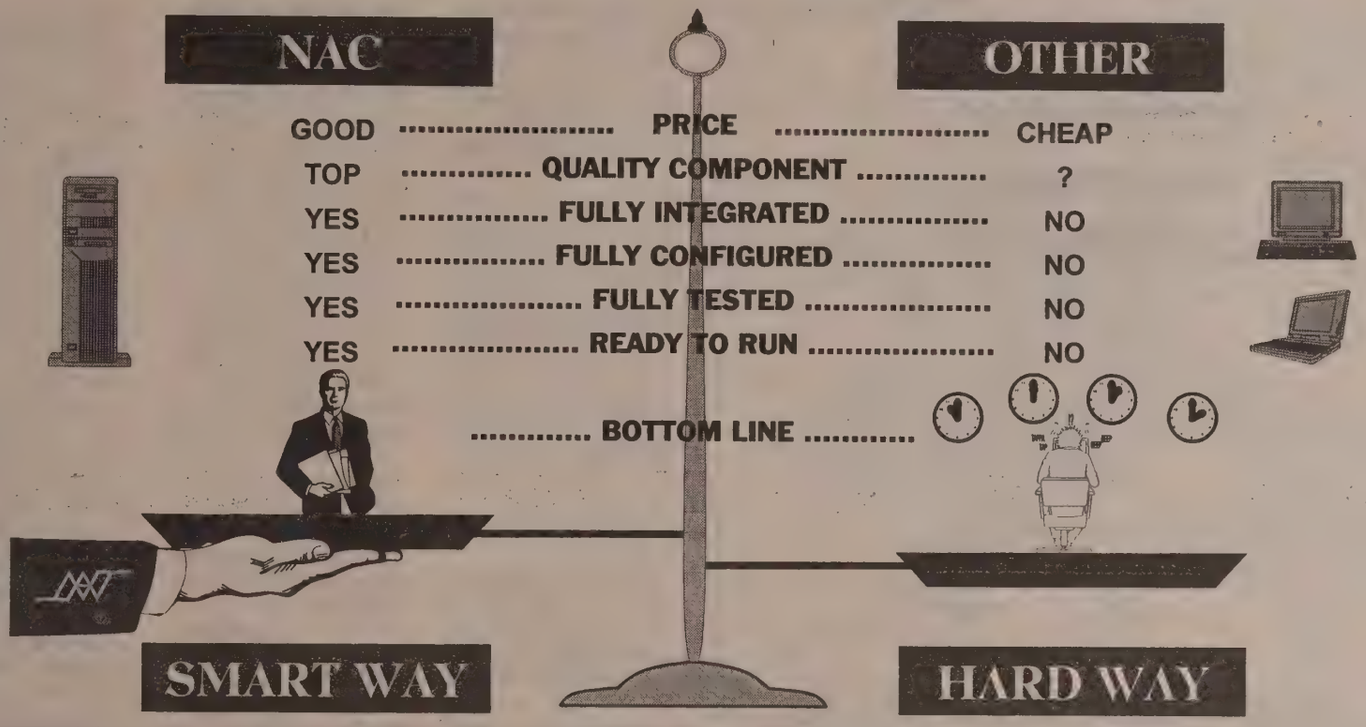
Workgroup-Application Office-Suite Multi-Media Internet-Connection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TOP ..... QUALITY COMPONENT ..... ?
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YES ..... FULLY CONFIGURED ..... NO
YES ..... FULLY TESTED ..... NO
YES ..... READY TO RUN ..... NO
..... BOTTOM LINE .....
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Novell UNIX NFS TCP/IP Mac Windows NT
Switch Router Server PC JukeBox RINTER
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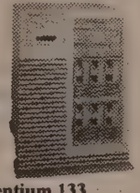

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--Netware 4.1/5-user
--GroupWise
--Cheyenne FAXServer
--Perfect Office

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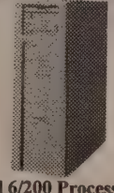
Dual-Processor Server



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3x2G HotPluggable HD
Compaq Insight Mgr
Free Software:
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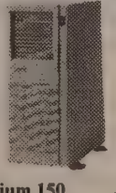
Prosignia 500/150



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Great Price
High reliability

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Online Guide

Web Page Listings *continued...*

El Doablo's House Of Horrors *http://home1.gte.net/rcan./index.htm* Come see why death has been the number one fear for humans since the beginning of our existence. [Exp. #161.]

Global Match *http://www.globalmatch.com* Worldwide matchmaking service for single professionals. FREE 30-day trial membership—win a free Caribbean cruise! [Exp. #157.]

Global Network Project For The Future *http://www.nexsite.nttdata.jp/media/* An experimental global network project for communication and collaboration. [Exp. #160.]

-ISM (N.) *http://publicmedia.org/ism* -ISM (N.) is a national video documentary and education project that deals with college students and their views on diversity. [Exp. #161.]

Jon Sims Center *http://userwww.sfsu.edu/~clayton/JSC.html* A multi-arts organization dedicted to developing educational, artistic, and social needs of SF's diverse gay, lesbian, and transgendered community [Exp. #160.]

Message For You *http://members.aol.com/jlxent/messages.htm* Receive the therapeutic benefits of a message at home or office and soothe the effects of the day away. [Exp. #161.]

MiNat *http://www.nichecom. com/~minat/* Russian/worldwide penpals for friendship and marriage. [Exp. #160.]

Miracle Marketing *http://www.accesscom.com/~seekers* Look here for the best in free products and advertising. [Exp. #160.]

Plastic Surgery Resident Home Page *http://users.aol.com/jdisaia* Free information for those contemplting cosmetic surgery and "To Answer Your Questions." [Exp. #161.]

Public Awareness *http://www.webz.com/stress* To alert new and old users of computers of the risks involved. [Exp. #160.]

Stacey Leigh *http://www.beatuifulgirl.com/stacey.htm* The official Web page of Stacey Leigh—actress, comedian, bikini goddess. [Exp. #160.]

Town & Country's Bridal Web Site *http://tncweddings.com* The online resource for planning the perfect wedding, including honeymoon, gift ideas, bridal fashion, jewelry, advice, horoscopes, and more. [Exp. #160.]

VN Net *http://www.engr.csulb.edu/~dngo/vnnet.htm* The Vietnamese Net helps you understand more about Asia, especially Vietnamese culture. [Exp. #161.]

PERSONAL HOME PAGES

ABC Flash *http://www.abcflash.com* Extensive Asian-American resource page with the latest events, exclusive articles, links, and discounts. [Exp. #160.]

Bantha Fodder *http://www.themall.net/~diamond2* Info on Star Wars movies and collecting, as well as PC Gaming, Entertainment, and much more. [Exp. #157.]

Brian's Wedding Page *http://www.best.com/~suppis/wedding.shtml* [Exp. #161.]

Cafe Creosote *http://www.cafecreosote* All inclusive food site featuring recipies, nutritional information, farmer's markets, and food-related reviews. [Exp. #160.]

Chaos In America *http://www.online.offshore.com.ai/jking* A look at the coming economic depression and how to protect yourself. [Exp. #161.]

Chichlid Research Home Page *http://garnet.berkeley.edu:2727* Information on the fish family Chichlidae for hobbyists and scientists [Exp. #157.]

D. Bishop's Sturggle For Medical Marijuana *http://www.execpc.com/~doreen/* Learn about Doreen Bishop's fight for her legal right to use natural medicine—marijuana. [Exp. #161.]

Electronic Business Directory *http://www.gate1jtc.com* Web site links to enable everyone to access business information on the Net. [Exp. #160.]

ForeignCurrency *http://ourworld.compuserve.com/homepages/breezeiii* Foreign currency transfers at excellent exchange rates. Have exchange rates dating to 1970. [Exp. #160.]

Frederick Hahne's Home Page *http://www.well.com/user/really* [Exp. #157.]

Game Cracking Computer Hacking Web Page *http://www.earthlink.net/~laszlosfam* Riddles, games, shareware, cracks, cheats, hacks, ads, jokes, and links. [Exp. #160.]

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Online Guide

Web Page Listings *continued...*

Goofy Gary's Home Page *http://www.geocities.com/hollywood/8888* Sixteen-year-old male—learn a few things about me. [Exp. #160.]

GPF Avoidance *http://members.aol.com/tequilayum/title.htm* Commentary, VGA Planets, and other stuff. [Exp. #161.]

Harold Valenzuela's Home page *http://ourworld.compuserve.com/homepages/haroldo/* General Web surfing page with links to military and local Web sites. [Exp. #160.]

Highland Home Page *http://users.deltanet.com/~hilander* Information on Scottish Highland games and resources for highland athletes, also some geography. [Exp. #160.]

Home Business Software *http://www.loop.com/landmark1/network.htm* Download free software. Find out how you can have cable premium channels free of charge. [Exp. #160.]

Huascape Online *http://www.netswired.com/hua* The Web site you have been waiting for—free stuff, movies, shareware, cool links, and more. [Exp. #160.]

IMHO *http://www.nwlink.com/~jacobs29/IMHO* One man's struggle to cope with his existence and the latest software on the market. [Exp. #160.]

Joe Lavin's Humor Column *http://www.sure.net/~joelavin* No Star Trek jokes. Just original comedy every Tuesday and Friday. [Exp. #160.]

Juggling Library *http://www.tstonramp.com/~wilkins/* Juggling research library with special collections on juggling rubber stamps. Info. on 50th Festival of International Jugglers Assoc. [Exp. #160.]

KriziaWeb *http://www.krizia.com* General interest tools and information with a focus on traumatic brain injury. [Exp. #160.]

Lawrence Goetz *http://pages.prodigy.com/VDJW65A* Shareware children's games for Windows. Most are games, some are educational. Also, links to sites for children. [Exp. #157.]

McCanna Home Page *http://www.mccannas.com* Download free Web art including 3-D alphabets, textures, and more by Laurie McCanna. [Exp. #161.]

Medical Helminthology *http://www.hooked.net/~fredarfa* Information on parasites that infect more than 140 million of the world's population. For medical students and professionals. [Exp. #160.]

Michael Stehly's Home Page *http://home.earthlink.net/~mikcar/* Spanish Web page. When you click on a picture, you hear the Spanish word. [Exp. #157.]

Mike Mueller Home Page *http://www.westworld.com/index.html* Mike Mueller is a Geology major at Cal State Los Angeles. [Exp. #160.]

Mike's Home Page Disaster *http://www.geocities.com/Colosseum/2534* [Exp. #160.]

Mis-Magic's House *http://www/primenet.com/~jefling/* When the lights dim and the air grows cold, you're in Mis-Magic's House. [Exp. #160.]

Mr. Wonderful's Lair *http://www.cris.com/~Barcenas* Games, shareware, matchmaker, and more. [Exp. #161.]

Nasir's Home Page *http://www.geocities.com/Hollywood/5126* An ID4 fan site with info and links to all the ID4 material you need! [Exp. #157.]

Norm's Nexus *http://members.gnn.com/nlim/setup.html* Hong Kong pop stars, 007, HTML authoring, links, alternative music, X-Files guide, photos, and more. [Exp. #160.]

Ovi's World Of The Bizarre *http://www.ovis.com* Absolutely shocking, ultimately bizarre, but unquestionable true short reports. [Exp. #161.]

Photographers List *http://members.aol.com/SonofaB754/photogLIST.htm* A comprehensive list of photographer's home pages. [Exp. #160.]

Randy's Home *http://members.aol.com/RLNash/home.htm* Come visit my home. New links as well. [Exp. #160.]

Refrigerium Web site *http://www.hooked.net/~bless/* An entry point for useful Early Christian resources on the Internet. [Exp. #160.]

Road Warrior's Web Page *http://ourworld.compuserve.com/homepages/D-Nutter* Many links to music, politics, etc. Items for sale and trade. [Exp. #160.]

Sam's World *http://www.geocities.com/SiliconValley/Park/3942* Info about Sam—lots of animation, some Java, and links. [Exp. #160.]

Southern California Libraries *http://home.earthlink.net/~jsmog/library.html* A comprehensive list of all libraries with Web sites in S.California—public, academic, and just weird. [Exp. #161.]

Sprint Car Racing *http://www.apc.net/danh/sprntcar.htm* Learn more about Sprint Car Racing on dirt tracks, including "A Night at the Races," racing flags, sprint car, and other links. [Exp. #160.]

Steve Soskin's Humble Home Page *http://www2.cruzio.com/~intersys* Poetry, bearded collie links, Santa Cruz links, New Age links, background music. [Exp. #160.]

Subconscious Sound Perception *http://www.av.qnet.com/~ivanj/* Help me collect info on the way sound influences thought. [Exp. #160.]

Talon's Corner *http://www.geocities.com/SiliconValley/Park/4887* A fresh site with X-Files, ID4, the Olympics, and links to universities around the nation. [Exp. #160.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and more. [Exp. #161.]

Thomas Pitre Home Page *http://www.pitre.com* I am involved in and deliver online training, curricula design, and fiber optic training. [Exp. #160.]

continued on page 212

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Gulch GOSSIP

by Jonathan E.

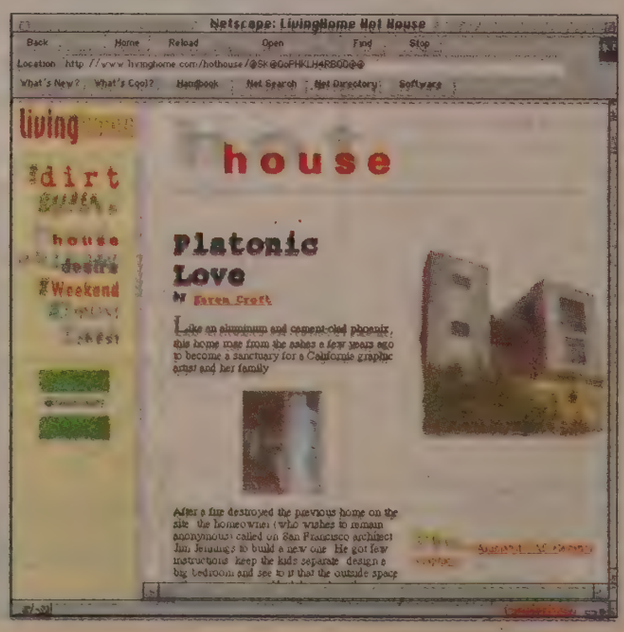
A Living Home Page

The **Novo Media Group** is pretty excited about the relaunched **Living Home** Web site. Edited by long-time ago *BAM* columnist, **Karen Croft**, the site has new content on a daily basis—from the **Daily Dirt Dame**, don'cha know—as well as weekly material for those weekend projects around the family manse and monthly updates for more seasonal tasks such as pruning the shrubbery.

With old-fashioned textual content as well as interactive features, using tools like Java and Shockwave, to help you do such things as calculate how much paint you'll need to cover a room or how to design a little tile work, Living Home aims to be the premier Web site explaining the art of living elegantly in the real world.

When I took a look, it needed another coat of paint with the search engine to locate past stories not working, or at least apparently not accessible, and the unfortunate use of my all-time very unfavorite bit of so-called interactivity, that tiresome trick of having to click to get the answer to a question. However, plans call for further added features, with a database of suppliers and transactional abilities in the future, so no doubt we'll see those details taken care of.

Novo continues to also publish on those incredibly antiquated shiny CD-ROM thingies, with three scheduled for 1997. The idea is for the information on those to be deeper and more specialized than that on the Web site. So stick your head into cyberspace at *http://www.livinghome.com* to find out what to do with your real life.



SuckSuck Like MuckMuck

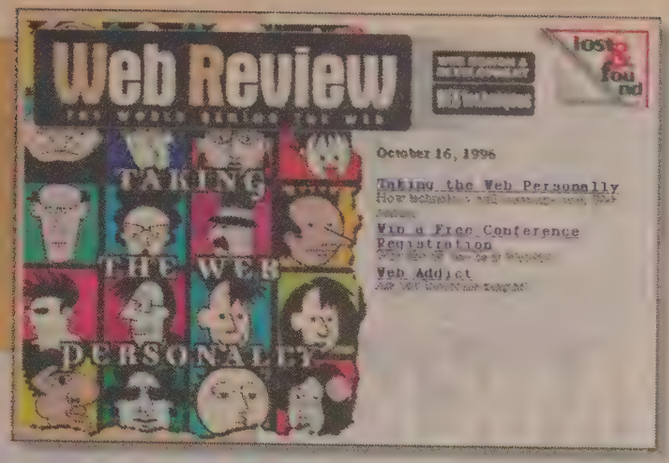
ONCE AGAIN DISPLAYING THE INHERENT superiority of print over the evanescent electronic Web-o-rama medium that has so seduced so many contemporary media sluts, **Suck** dribbled out some meaningless anti-drool about the latest *Mondo*. If only Suck had held its tongue, waited to read last month's Gulch Gossip and followed its intellectual lead in recognizing the true value of *Mondo's* cultural contributions to our polyglot world, it could have avoided embarrassing itself by spewing such undigested—and undigestible—verbiage as "Whether through choice or necessity—given both *Mondo*'s erratic publishing schedule, and the ongoing threats from our favorite New Media moguls to 'shut that loss-leader down,' today's cool URL is tomorrow's '404 - Not Found'—we can just be thankful *Mondo* didn't choose to ride the I-way bandwagon to fiscal solvency. If only more print pubs would keep the URLs where they belong: at the end of TV spots for Toyota. After all, that sort of tight editorial control gives *Mondo* all the more pages to devote to what it does best—fashion spreads."

Not suffering from a little identity crisis, are we, Suckers?

We're Not Blue For Web Review

IT WOULD BE ONLY FAIR TO ALSO MENTION THAT **WEB REVIEW** GOT RELAUNCHED THANKS TO A major assist from Miller Freeman, publishers of the print magazine, ***Web Techniques***, and producers of the **Web Design and Development Conference.**

A few years ago there was this brief phase in British pop music (aren't they all brief, these days?) when the style was referred to as "shoegazing." Somehow *Web Review* brings this image to mind, gazing down at one's shoes, hoping to see one's own reflection. See what's reflected for you if you gaze at *http://www.webreview.com* long enough.



Disinfotainment

WHEN I'M IN A SORT OF LETTERMANESQUE MOOD, I THINK OF THIS column as a brand of DISINFOTAINMENT. My favorite piece of recent disinfotainment—but (who knows?) it may actually be true—comes from a gentleman in a position to know, who claims that Kodak currently has a lot of extra cash to invest in multimedia (perhaps, anyway, good capitalists that they are they still want to see a return) because of England's Mad Cow Disease.

Crushed cow bones are a major ingredient in film stock and, with the plethora of dead cows lately due to the disease, the price of bones has dropped through the slaughterhouse floor over the past few months—so Kodak's margins have, ahh, engorged. Beats pork bellies, doesn't it?

Supposedly the same is true for cosmetics manufacturers, although multimedia is less likely to be what they'll put their money into. That should give you something to think about as you gaze into the mirror applying your lipstick in preparation for a little bluescreen work. So far there are no rumours that Mad Cow Disease is spread through cosmetics—or having your picture taken.

Screenager Overheard At CompUSA
(Actual Dialog—One Half Of)
One screenager to another: "Well, at least you didn't get stuck with a Mac!"

Apple Mixes It Up With Mixman

I BRING YOU THE SCREENAGER Overheard at CompUSA item to add some outside reality to Apple's attempted rebuttal of a Gulch Gossip item of several months ago in which I mentioned some dismissive remarks about Apple and its developer support made by **Rob Tobias**, director of marketing for **Mixman Technologies**.

Now there's no doubt in my mind that Mr. Tobias made those remarks—nor is there any doubt that the Macintosh is a superior machine and product. So what?

VHS is the consumer video standard today. The crux of Apple's problems in the consumer market is entirely due to short-sighted and egotistical business decisions made by certain executives in the late '80s rather than any technical limitations.

However, following my mentioning of those remarks, I received email from **Brian Bechtel** with the subject line of "poor info in *MicroTimes* column"—sure to get my attention! In it, Bechtel says, "This is, as far as I can determine, an incorrect statement. I work in DTS, Developer Technical Support, answering engineering questions from developers such as Mixman Technologies. Naturally, I was, shall we say, 'piqued,' so I went into our database of questions asked by developers. Mixman has only asked us one question, a year and-a-half ago. They were given an answer, even though they aren't paying for code support. They have never expressed any issues to developer support regarding the sound drivers. This leaves me guessing as to whom they may have contacted via private means. The fact remains, however, that we can't answer what hasn't been asked. Currently, they haven't paid to renew any membership in our developer programs. I don't know when they went delinquent.

"I would speculate that Mixman's choice not to do a Macintosh product was due to external issues, and not due to any developer support issue. I would welcome correction or additional information."

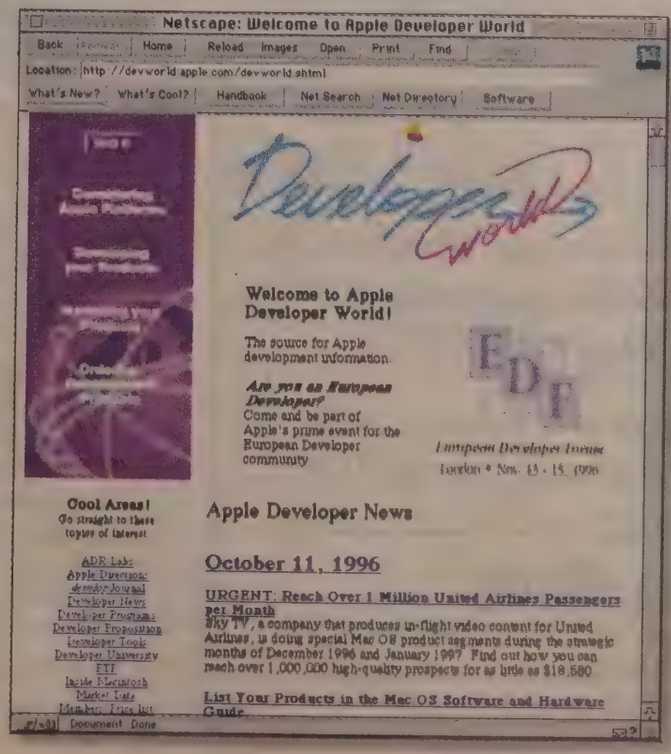
continued on next page

The Course Of True Love Never Did Run Smooth . . .

RANDALL PACKER HAS LEFT HIS POSITION AS DIRECTOR OF THE **Multimedia Studies Program at the Downtown Center of the San Francisco State University** in order to "pursue his artistic life." Funny how those exact words were used by more than one person to explain his departure.

Well, of course, artists are ill-suited for administrative duties and Randall was full of plans for the artistic development of the Multimedia Studies Program. However, along with various other developments (or perhaps reversals of fortune) around the old Gulch and the reported arrival of trendy Madison Avenue production artists in the Gulch's hallowed groves, it would seem as though a good part of yesteryear's artistic bloom is now off the multimedia rose. Regardless, the business of America is business and for all the blathering about the international qualities of cyberspace, that's where wwwe (hmm, that was an accidental typo but it seems to fit) are—so let's do some business and put the idealism of youth behind us.

Anyway, the search is on for a new director—no doubt one with a more rigorous method of developing the kiss-ass attitude that business demands in its proles. Meanwhile, Randall will apparently continue to work on the Pioneers of Multimedia Lecture Series while Robert Todd's title changes by the week but he remain basically responsible for developing the online delivery of the Center's courses.


Netscape: Welcome to Apple Developer World
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continued on page 262

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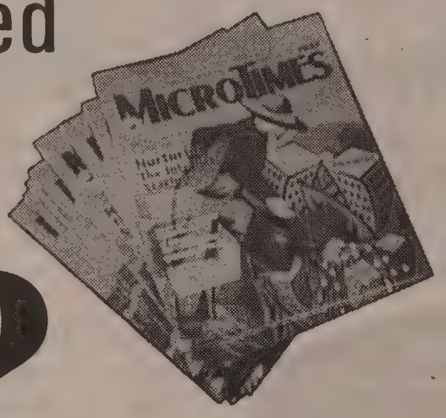

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GULCH GOSSIP *"Apple Mixes It Up With Mixman" continued from previous page*

He copied the email to Apple's QuickTime evangelist, **Charles Wiltgen**, who replied,

" . . . The only explanation I can think of is that Mr. Tobias isn't aware of the contact I've had with members of the Mixman Technologies engineering group.

"Back in late May, I came up with a couple action items:

"(1) Find out if the Sound Manager is going to do what they need. I realize that it can be hard to unearth the nuances of a platform until you've had a relationship with it–with that in mind, I spent more than a few hours with engineering to hunt down Sound Manager sample code that would help show them how to do low-latency sound playback. (Keep in mind that Mixman is not currently a member of our Apple Developer Support Program, and that the sample code I passed on to them is not generally available to developers.)

"(2) Join an Apple Developer Technical Support program. We have many DTS engineers that know the Sound Manager on an intimate level, and their only goal in life is to help member developers to do exactly the kind of stuff that Mixman wants to do. They've helped lots of high-end, audio-centric applications developers (see Opcode's Studio Vision Pro, Macromedia's Deck II, Emagic's Logic Audio, etc.) to wring maximum performance out of the Sound Manager.

"Make no mistake–I think Mixman's stuff is really cool, and want to help them. They know my direct phone number and email address (as will you–see my .sig at the end of this message), and know how to renew their membership in one of our Developer Support programs. (*http://www.devworld.apple.com/*), (*http://devworld.apple.com/dev/macdevprogram.html*)."

Charles ends with this request: "As a responsible journalist, I'm sure you realize how damaging an unverified, misleading rumor can be. I'd appreciate it if you could clean up this misunderstanding in a future column.

"[To the guys at Mixman–please let me know how the stuff I sent is working for you!]."

What can I say? Clean up this misunderstanding? What misunderstanding? There are just radically different opinions about what happened. I'll repeat that Mr. Tobias of Mixman made his remarks so that's not exactly "an unverified, misleading rumour."

But, wait, aren't these two Apple guys contradicting each other? Mr. Bechtel finds one contact a year and-a-half ago, while Mr. Wiltgen comes up with a couple of action items in late May!

However, it also looks to me like Charles went above and beyond the call of duty to smooth the way for a company that didn't pay for developer support, while, within even a small company like Mixman, the right hand perhaps (to be charitable) does not know what the left does.

Sounds like a typical multimedia—not mention large industrial corporation in the late twentieth century—type of mess, doesn't it?

Meanwhile, Mixman prominently displayed a Windows-only product on the check-out counter of many Tower stores for about a month and screenagers made unsolicited disparaging remarks about Apple in the wonderland (or is it a wasteland?) of the new Emeryville/Oakland shopping center.

I mean to take a look at the Mixman product in a future Multimedia 101 column, but will note for the present that there's a severe metaphorical error in its interface, which represents the mixing of a single song with two turntables rather than a tape machine and multichannel mixing desk. Spin your way over to *http://www.mixman.com* for your own personal sampling of this "Action-Music Game DJ Experience." See if you can find the answer to why any developer should make a Mac version of their product these days, however good and generous Apple's support, and then run over to CompUSA and spread the word. ■

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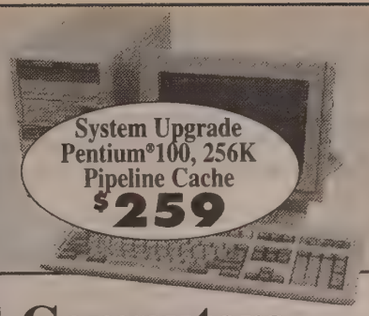

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- P-5 Motherboard w/256K Cache
- 16MB EDO RAM
- 1.08GB Hard Drive
- 8X CD-ROM Drive
- 1.44 Floppy Drive
- 15" NI SVGA Monitor .28
- Diamond Stealth SVGA Video Card w/2MB
- 28.800 Int. Fax Modem
- 16 Bit Sound Card
- Stereo Speakers
- PCI Controller with I/O
- Medium Tower Case
- Enhanced 104 Keyboard
- Mouse & Mouse Pad
- Windows 95

Fax Modem Included!

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Pentium®-166....$1769

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- P-5 Motherboard w/256K Cache
- 32MB EDO RAM
- 1.2GB Hard Drive
- 8X CD-ROM Drive
- 1.44 Floppy Drive
- 17" NI SVGA Monitor .27
- Diamond Stealth SVGA Video Card w/2MB
- 33.600 Int. Fax Modem
- 16 Bit Sound Card
- Stereo Speakers
- PCI Controller with I/O
- Medium Tower Case
- Enhanced 104 Keyboard
- Mouse & Mouse Pad
- Windows 95

Fax Modem Included!

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Pentium®-120 ..$1839
Pentium®-133...$1909
Pentium®-150 ...$2009
Pentium®-166 ...$2139
Pentium®-200 ...$2379

MOTHERBOARDS w/ CPU

486DX4-100	$129
486DX4-120	139
486DX4-133	149
Intel Pentium® Triton 100	259
Intel Pentium® Triton 120/133	275/349
Intel Pentium® Triton 150/166	429/569

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Diamond Stealth PCI w/2MB	94

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Full Tower	79

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14.4 Fax/Modem	$45
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28.8 Fax/Modem	89

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540MB IDE	$139
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1.2GB IDE	199
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2.5GB IDE	349

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Focus w/Cal	35

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Adaptec VL Bus SCSI	219
Adaptec PCI SCSI II	259

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Sound Blaster/Sound 16-Diamond	$69/39
4X CD-ROM	59
6X CD-ROM	79
8X CD-ROM	109
Others	CALL

Call for products not listed!

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Microsoft Serial w/System Purchase	29
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Logitech MouseMan	29

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8MB RAM Parity	59
8MB RAM EDO	59
16MB RAM	109
AMD 486DX4-100/120/133	29/39/49
Intel Pentium® 100/120	159/189
Intel Pentium® 133/150/166	239/329/429

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"In no event shall the Company's liability to the Hapless Sucker exceed the amount paid by the Hapless Sucker for the Software (less taxes, restocking fees, handling surcharges, postage/shipping, and dealer's prep.)"

Delightful. They expect me to convey all sorts of covenants and guarantees and promises to protect their intellectual property rights unto perpetuity. But when it comes time for them to make some promises to me, they hold up their hands and back away and swear up and down (always in all caps, it seems) that they can't be held responsible for...well, anything. This, putting it kindly, strikes me as inequitable.

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This basically means that, were the agreement valid, the vendor could legally force you to delete all copies of your software at their whim.

Consider this for a moment. Assume for the moment that all the "licenses" that came with your software were valid. Have you violated any of them? Even a little bit? It doesn't matter what you think; what would a lawyer think? How much of your software could be taken from you on such a basis, without one penny in compensation?

Do you begin to see how dangerous these things could be if we were to even begin to regard these "agreements" as valid?

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Again, the vendor seeks to alter the terms of your purchase after the fact. Further, while the vendor grants itself the freedom to impose terms and conditions upon you unilaterally, you are prohibited from enjoying the same freedom. (Note also that, as worded, a signature from the Company's representative is all that is required for an amendment to be valid; *your* signature is not required.)

Imbalance Of Risk

If you read the hypothetical agreement above, you'll notice a couple more curious things. While you are expected to agree to many restrictions and obligations, the vendor labors under virtually none. You are expected to offer to the vendor your oath that you will do this, you will not do that, etc., whereas the vendor is obliged to provide you with nothing but a "right to use" the software (which can be revoked at any time).

Such agreements specify a wide array of covenants which are possible for you to transgress (some all too easily), and the "license" stipulates the remedies at hand for the vendor. However, the converse is not true. There is virtually no way the vendor could violate the agreement, since the vendor warrants or provides nothing, except the "right to use." Further, there are no stated remedies available to you if the vendor should somehow violate the agreement.

What's more, if the vendor is indeed found liable to you, the liability is typically limited to the amount you paid for the software. However, if you are found to have breached the "agreement," no such limitations apply to you. The vendor can theoretically go after as much as it wants.

The risks to the parties is grossly out of balance. The customer risks everything (money, liberty, exposure to obscenely expensive legal proceedings); the vendor risks nothing. This, again, strikes me as highly inequitable.

Boneheaded Moves

Some "license agreements" are so poorly thought out that, were the agreement to be taken seriously, it would be impossible to use the accompanying software in a normal fashion.

One particular example is an "agreement" from Apple Computer that accompanies the Newton PDA and all software published for it. In it is the clause, "You may not electronically transmit the Apple Software from one device to another or over a network."

No more than a second's thought is required to discover how ludicrous this clause is. Much of the software published for the Newton is shipped on floppy disks and installed on the Newton using a "connection kit" that runs on a Mac or a PC. The Mac/PC is a device. The Newton is a device. The installation process involves the electronic transmission of the software (usually over a serial cable) from one device (the Mac/PC) to another (the Newton). Ta da! You've just violated the "agreement," and are now expected to destroy all copies of the software.

Yeah, right.

continued on page 188

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AIR 586HX Intel chipset	$165
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Intel Endeavor w/SB 16-bit	$239[2]
Intel Marl 586HX	$189[1]
Intel Tucson w/3-D sound 256k	$229[1]
Intel Venus Pentium Pro	$299[1]
Micronics 586PCI MB w/256k	$80
MicroStar Dual Pro	$385
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All motherboards come w/256k cache except PRO Pentium MB
[1] ATX format [2] Limited stock on-hand

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- Logitech 2-Button Serial Mouse
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- *Cyrix P166+....$110*
- *Cyrix P200+....$Call*
- *Intel CPUs.....$Call*

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- Enhanced PCI IDE Controller
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- 6X IDE CD ROM Drive
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- Logitech 3-Button PS/2 Mouse
- DOS 6.22/Win311 or Windows 95

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- *Intel 133MHz....+$80*
- *Intel 150MHz... +$145*
- *Intel 166/200MHz.... Call*

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*monitor sold separately

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- Enhanced PCI IDE Controller
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- **STB Lightspeed 128 PCI 2.25MB**
- Teac 1.44MB 3-1/2" Floppy Drive
- adaptec 2940*u* PCI *Ultra* SCSI-2
- IBM 2.0Gig *Ultra*SCSI Hard Drive
- 4X SCSI-2 CD ROM Drive
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- 2.0Gig EIDE Hard Drive
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- Premium Mid Tower Case w/PS
- MS Ergonomic serial mouse
- Yamaha YST-M7 Speakers
- 6X IDE CD ROM Drive
- PowerSound 16-bit w/FM (VIBRA)
- DOS 6.22/Win311 or Windows 95

Upgrade
- *Intel 150MHz....$80*
- *Intel 166MHz....$145*
- *Intel 200MHz ...$Call*

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*monitor sold separately

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Maxtech (Mega Plus) 15" (1280x1024) .28 NI	$299
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Iiyama Vision Master Pro 17 (1600x1280) .25	$789
Impression 5 15" .28 NI Digital	$299
Impression 7 17" .28 NI Digital	$579
JFTON 17 SuperScan 17" (1280x1024) .28 NI	$499
MAG DX1595 15" .28 NI (1024x768) Digital	$365
MAG DX1795 17" .28 NI (1280x1024) Digital	$609
NEC (ALL Models, Please Call)	$CALL
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Shamrock 17" NI .28 (1280x1024) Digital	$565
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SONY 15SF ii 15" (1280x1024) .25 Digital	$439
SONY 17SF ii 17" (1280x1024) .25 Digital	$739
SONY 17se 17" (1600x1280) .25 Digital	$Call
ViewSonic 15G (1280x1024) .28 NI	$385
ViewSonic 17GS (1280x1024) .27 NI	$609
ViewSonic 17GA (1280x1024) .27 NI w/Spkrs	$665
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HP LaserJet 5L eXtra 600dpi, 6ppm, 1MB Memory	$479
Lexmark ColorJet & Laser	$Call

DISPLAY ADAPTERS

#9 Motion 531 PCI w/2MB DRAM	$179
#9 Motion 771 PCI w/2MB VRAM	$229
#9 GXE64 Pro PCI w/2MB VRAM	$155
#9 Imagine 128 PCI 4MB/8MB	$Call
ATI 3-D Expression PCI 2MB EDO DRAM	$137
ATI Winturbo PCI w/2MB VRAM MPEG	$165
Hercules Terminator 128PCI 2MB MDRAM	$189
MGA Matrox Mystique 2/4MB SGRAM PCI	$135/call
MGA Matrox Millenium 2/4MB WRAM PCI	$179/call
ORCHID Kelvin 64 PCI 1MB /Video	$79/95
ORCHID Fahrenheit Pro64 PCI 2MB Vram	$159
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STB Lightspeed 128 Video PCI 2.25MB MDRAM	$189
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Stealth 64 PCI SVGA /Video MPEG	$69/79
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miroCONNECT 28.8k Voice+Wave 16-bit SC	$199
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Practical Peripheral 28.8k Internal Faxmodem	$159
SupraExpress 28.8k PnP w/Voice Int.	$99
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Supra Netcommander ISDN Int.	$259
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CONNER 1.08Gig EIDE (CFS1080A)	$185
CONNER 1.2Gig EIDE 12ms (CFS1275A)	$199
CONNER 2.0Gig EIDE	$269
CONNER 1.3Gig Wide SCSI	$Call
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Seagate 1.27Gig EIDE (ST51270A)	$199
Seagate 2.0Gig EIDE (ST32140A)	$265
Seagate 1Gig SCSI (ST51080N)	$265
Seagate 4.3Gig Wide SCSI (ST151150W)	$Call
WD 1.27Gig EIDE 10ms (WD-31200) 128K	$209
WD 1.6Gig EIDE 10ms (WD-31600) 128K	$239
WD 2.0Gig EIDE 10ms (WD-32000) 128K	$Call

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Colorado T1000 (800MB) w/tape	$129
Colorado T3000 3.2Gig Travan	$199
Colorado T4000 4Gig/8Gig SCSI-2	$369
Iomega Ditto 3.2Gig (Int/Ext)	$219/270
Iomega Zip parallel/SCSI	$189/199
Iomega Jaz Internal/External	$389/489

** call for all models of HP tape backup

SOUND CARDS

PowerSound Vibra 16 w/FM Radio IDE Int.	$79
ESS 16-Bit PnP (IDE)	$35
ESS 1868 16-bit 3-D SRS full duplex IDE	$45
SoundWave 32Pro +SCSI w/WaveBooster	$199
Sound Blaster 16 MCD w/ASP (non-PnP)	$89
Sound Blaster 16 PnP/32 PnP 3-D	$65/125
Sound Blaster WaveBlaster II (retail box)	$75
SpaceWalker 16-bit 3-D SRS (IDE) OPTI	$45
TeleVideo SoundWave 9RS IDE + Mech II	$99

CD ROM DRIVES

(all 6X CD ROM)	$call
FUNAI 8X IDE	$99
Mitsumi 8X IDE	$110
Nakamichi 4X 4-CD changer w/controller	$99
NEC 4X/8X SCSI-2 Caddyless	$95/229
Teac 56A 6X/58A 8X	$95/115
Teac 6X SCSI-2 CD56S	$179
Toshiba 5602B 8X IDE	$125
Toshiba 8X SCSI-2 CD ROM	$Call

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3COM EtherLink III TPO/TP/COMBO	$69/83/92
3COM EtherLink III PCI 100Base-T 10/100Mbps	$115
Intel EtherExpress 16 ISA	$75
Intel EtherExpress PRO/100 PCI	$99
Maxtech 16-port HUB	$call
NE-2000 16-bit TPO/COMBO	$26/32
SMC EtherLink III TPO/TP/COMBO	$69/89/109

MICE

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Logitech Serial 2-Button (M34)	$11
Logitech Serial/PS2 3-Button	$15/15
Logitech MouseMan Serial 3-Button	$23
Logitech Sensa Serial (Black/Brown) Retail Box	$25
Logitech TrackMan Marble (combo)	$79
Logitech MouseMan Bus Mouse 3-Button	$44
Logitech WingMan Extreme Joystick	$29
Mitsumi 2-Button Serial/PS/2	$10

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3M Travan TR-1 800MB for T1000	$74
3M Travan TR-4 4Gig for T4000	$45
SONY QW3010XLF 850MB	$15
PRO-260 Stereo Speakers 60watts (P.M.P.O).	$22
JS 520AV 114Watts Stereo Speakers	$74
JS 590AV 112Watts Stereo Speakers	$78
Juster SP-868 Stereo speakers	$29
Juster Subwoofer	$79
Yamaha YST-M7 Speakers	$45
Yamaha YST-M10 Speakers	$75
Yamaha YST-M15 Speakers	$85
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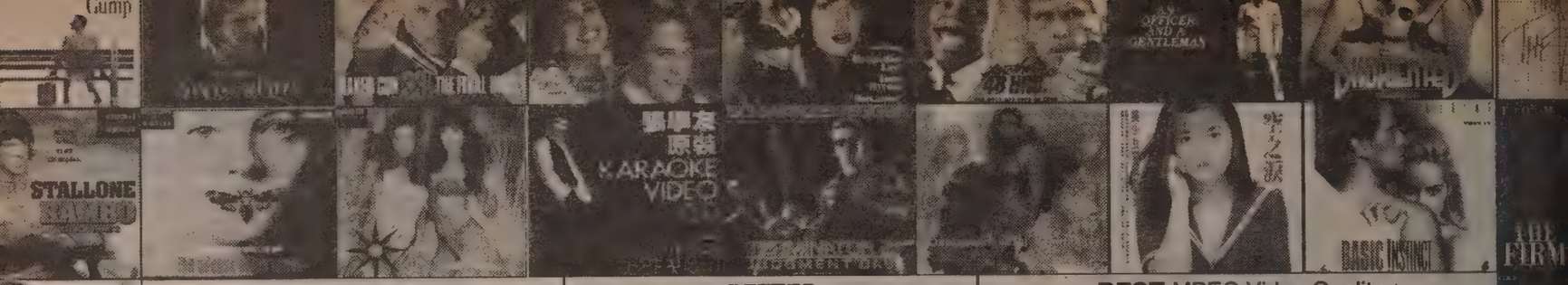

GOOD	BETTER	**BEST** MPEG Video Quality

MPEG VGA CARDS

- Matrox Millennium 4MB WRAM $279
  Compcore SoftPEG included
- Diamond Stealth 3D 2MB EDO $99
- Diamond Stealth 64 4MB VRAM $299
  Mediamatics Player included
- ATI 3D Xpression 2MB EDO $149
  Xing MPEG Player included

*These are not actual MPEG cards. They are MPEG Graphic Cards. Video quality will depend on memory, CPU and CD-ROM speed. One advantage is scalable video and you save 1 ISA slot!

MPEG DAUGHTER CARDS

- Matrox MPEG daughter card for Matrox Millennium $285
- Diamond MPEG daughter card for Diamond Stealth DRAM $199
- Diamond MPEG daughter card for Diamond Stealth VRAM $269

*These are hardware MPEG add-ons. However, they only work with certain models of video cards, expensive, and don't have remote control and TV/VCR output options. Again, you save 1 ISA slot!

DEDICATED MPEG CARD $118.88
WITH TV/VCR OUTPUT $138.88

- Dedicated Hardware Full Screen MPEG Card
- Standard 16-bit ISA Bus Connection. Fits VLB, EISA
- Autodetect & Play .mpg Files, VideoCD 2.0 and 1.1, old CD-i DV Movies (greenbook) & Karaoke VCDs.
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- Rewind, Forward, Slowmotion & Pause Digital Video
- Freeze, Capture & Save Video Frame as .bmp File
- Decode Layer I&II MPEG Audio at 16-bit CD-quality
- Work in DOS, Windows 3.1/3.11, and Windows 95
- No Jumpers For IRQ or I/O Address, Software Set
- Work in Conjunction with any VGA Card in Your PC
- Minimum 386, 486 Recommended & 2X CD-ROM

AT SUPERSTORES

NO IRQ FS TV TUNER	**$118**	**$140**
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- Autoscan/Preview 181 Cable Channels
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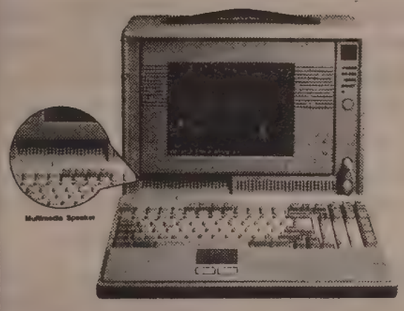

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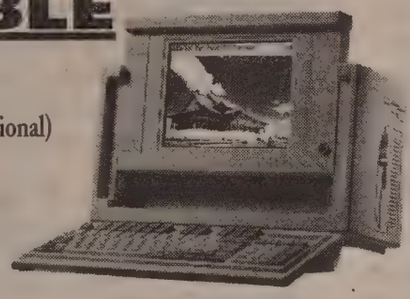

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Shrinkwrap Licenses *continued from page 184*

Software shipped on PCMCIA cards still doesn't save you, as a PCMCIA card is still a device. It doesn't matter that installation of the software is a perfectly normal, fair use; the above clause is an absolute statement, permitting no exceptions either explicitly or implicitly.

Contracts are very precisely worded documents that explicitly describe the intentions and obligations of the bound parties in excruciating detail. Such a flagrantly ridiculous clause as the one above would have been tossed out in the first round of negotiations. This is but one reason why binding contracts, particularly ones that seek to severely curtail your freedoms, are and should continue to be mutually negotiated instruments so as to prevent precisely this sort of thoughtless error.

Evasive Maneuvers

If you're not happy with this state of affairs, there are several things you may be able to do to avoid these "agreements." Note that all these methods are theoretical, and haven't actually been tested (rather like the shrinkwrap "agreements" themselves).

1: Renegotiate

If you support the existence of shrinkwrap "agreements" and their validity, and you encounter one you don't like, call up the vendor's legal department and request a renegotiation. Don't be surprised, however, if they won't talk to you. Some companies explicitly refuse to negotiate license terms with individual users. (It might be possible to interpret this as a refusal to negotiate in good faith.) If you can't get them to negotiate, or you can't agree to terms, then you might care to consider some of the remaining options.

2: Have a minor purchase/open/install the software

Minors, of course, cannot be bound to written contracts without the consent of a parent or guardian, usually evidenced by a co-signature. If the parent or guardian refuses to grant consent, then no agreement exists. Check with your state's definition of the ages which constitute minority.

3: Don't sign/return the registration card

Without evidence (e.g. your signature) that you, in fact, purchased or installed the software, no proof can be offered that any contract was agreed to.

Some packages ask you to enter your name and company when first installing the software, which then appear in the welcome dialog. You may similarly wish to enter a bogus name, or just random characters, to thwart attempts to prove it was you who actually opened/installed the software.

4: Modify the executable

If yours is one of those packages that insist you click on a gadget to indicate acceptance of the "license," and you have some skill with low-level tools, you may care to explore the possibility of modifying the program such that the dialog never appears, or that the dialog text is changed to something to which you have no objection. You should perform such modifications before running the program for the first time, so that no evidence of a "pre-existing agreement" can be brought forth.

There's nothing covered in these documents that isn't already covered by law. At best, they're redundant; at worst, they're an abridgement of common sense and fairness.

This is, of course, a dangerous practice, as any modification of the program may cause it to fail. If you're fortunate, such failure will be obvious. If not, the failure could be subtle and hard to detect. Further, depending on how hard the vendor has dug in its heels on this issue, the executable may be protected from modification by techniques similar to those that used to be employed for copy protection (a practice which, thankfully, is in diminishing use).

If you do manage to successfully modify the program, understand that you no longer have a copy of the software shipped by the vendor, but something different. In this light you can't, in fairness, expect them to continue to provide support (kind of like voiding the warranty on your TV).

5: Modify the agreement

Of all the available options, this one is by far the most troublesome and complicated. It does have the potential, however, of yielding the best results.

Before opening the envelope with the floppies, take the "agreement," get a pen, and draw a line through all the bits you don't like. Write your initials next to any and all changes you make. **Do not** strike out the phrase that reads, "By using the software, you indicate that you have read, understand, and agree to be bound by the terms of this agreement." If there's a clause forbidding changes unless signed by an authorized company representative, strike it out and initial it.

This process of striking out words and phrases and initialing them is in fact the actual, legally-approved method of making amendments to a contract (for such changes to be binding, the other party would be expected to also initial your amendments to indicate agreement, or offer a counter-proposal. This is all part of the negotiating process).

Now, take the modified agreement to a notary public and have it notarized. Have the notary also sign a testament to the effect that they witnessed the envelope containing the disks to be sealed when the amended agreement was notarized.

Then, open the disks.

By opening the disks, you have (in theory, mind) put the amended agreement in force between you and the vendor. This is predicated on the supposition that, if the vendor has the ability to unilaterally impose terms and conditions on your purchase after the fact, you therefore enjoy that same privilege.

Realistically, no such amended agreement would ever be tested in a court. However, if it were, the likely outcomes would be:

• *The agreement was invalid in the first place.* Because of the lack of negotiation, poor wording, gross imbalance of obligations or other reasons, the court may choose to find that

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Shrinkwrap Licenses *continued...*

shrinkwrap agreements are not enforceable. Your software would therefore revert to the implied terms governing retail purchases of copyrighted works, and become your property.

• *The agreement, having been amended, is invalid.*

Since there was no explicit negotiation between the two parties, the amended agreement is not enforceable. However, because you went to so much trouble to indicate you had problems with the agreement, the court would therefore be unlikely to let the original, unmodified agreement stand. Thus, the software would again revert to the implied retail purchase terms, and become your property; or the court would order the parties to enter a proper negotiation process.

• *The modified agreement is valid.*

It is highly unlikely that a court would presume that a unilaterally imposed, un-negotiated ex-post-facto contract were valid and binding. However, if it were, the court would be unlikely to allow such a legal tool to be applied in an uneven way and would be forced, in the interests of judicial balance, to view a unilateral modification of such a contract to be equally valid.

I don't think it likely that the original, unmodified agreement would be upheld for the simple reason that such a decision would carry incalculably staggering implications. Yes, dumber things have happened in this country, but courts are, on the whole, very conservative. The more case law they have to work with, the more conservative they are with decisions. The idea that a court would, in a single decision, cast aside centuries of contract case law seems so completely improbable that I don't regard it as a realistic outcome.

As for the other possible outcomes, the most likely appears to be an order to enter a formal negotiation process. This isn't as bad as it may first seem. Such a decision would indicate that, if any user is unhappy with a "license," they can demand to negotiate and, by virtue of the court's decision, the vendor would be required to oblige them all. Not even Microsoft could withstand the financial drain resulting from hundreds of thousands of users demanding to negotiate individually. The economic reality of such an environment would likely force the vendor to drop the "agreement" entirely.

6: Return the software

This is the least pleasant option, but voting with your dollars has helped stimulate a vast amount of change through history.

Return the software to the place you purchased it. Inform them why you're doing so. If enough people were to inconvenience enough retailers by doing this, the message would be loudly and clearly delivered to the vendors.

What's It To You?

I have no doubt that some well-educated lawyer will accost me or this publication and explain at length and in impenetrable detail why shrinkwrap "licenses" are valid, why

continued on page 234

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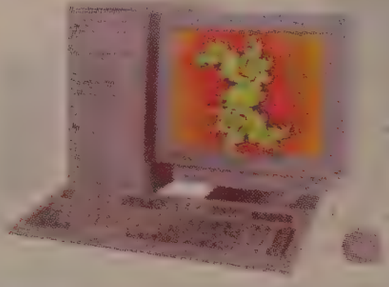

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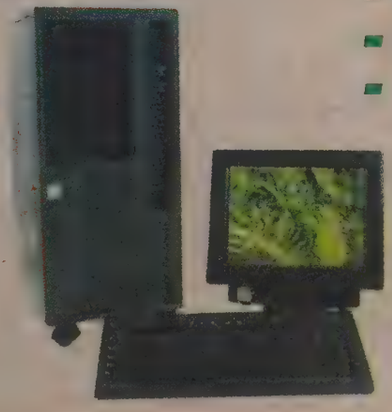

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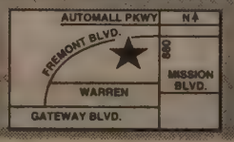

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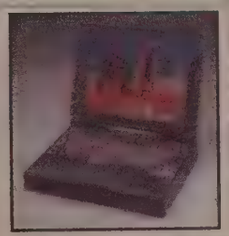

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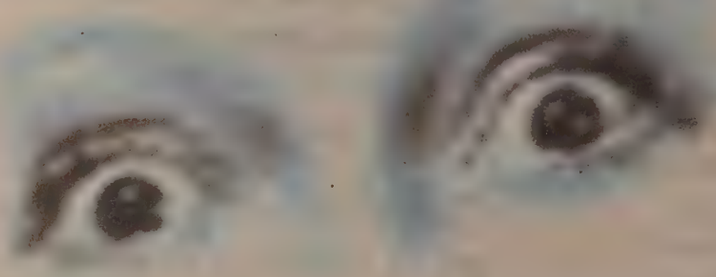

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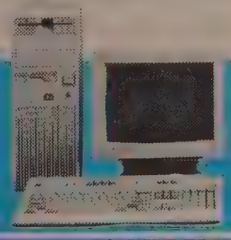

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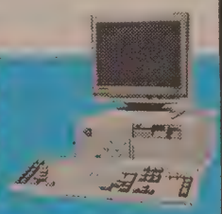

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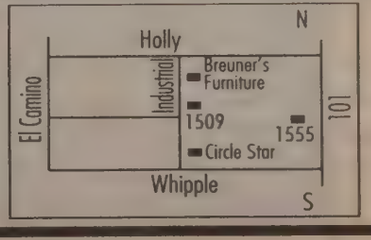

Telecommuting *continued from page 70*

much as 10%. These savings fall right to the bottom line.

Telecommuting and "hoteling" of offices have also produced some hidden advantages. For example, employees who are less tied to fixed workstations tend to lose their focus on intra-office concerns, such as procedures, politics, protocol, and rivalries. They stop jockeying for corner offices and turn much more of their attention outward, toward the customers they're serving and the work-related goals they're trying to achieve.

In addition, the regular flow and general openness of personal communications promoted by these new workplace designs and ways of working tend to reduce the amount of time and energy devoted to gossip, writing and reading memos, and also lessen feelings of isolation from top management. Since you may be regularly rubbing elbows—either physically or electronically—with people at all levels of your organization, isolation is actually much less of a problem than when you're stuck in a cubicle ten floors down from the executive team.

One of the problems, of course, is how to differentiate the high-status from the low-status members of the organization. If the top manager is no longer given the largest corner office, what's the alternative?

Answers are still being developed. But one approach appears to follow the philosophy of the commando team, where the commander wears no special insignia and carries the same gear as everyone else. In this situation, top managers earn their respect every day, in the "heat of battle," as it were, by doing their jobs in plain view of those they manage.

At Aluminum Company of America, for example, the entire top floor of the headquarters building has been redesigned into an open floor plan, full of open cubicles scattered around a central "communications center" containing fax machines, televisions, and conference tables. Chief Executive Paul O'Neill likes to spend his time in the kitchen, where he accomplishes a great deal of his work over coffee and lunch.

Within Procter & Gamble's new headquarters building, private offices are basically eliminated. Almost everything is on wheels, and individual workstations are designed for quick reconfiguration as team and project assignments change. The emphasis is on communications throughout a flattened hierarchy, to the point where most lunchrooms and lounges contain electronic whiteboards that quickly convert jotted notes to print and fax messages.

Some experts are suggesting that all this proves telecommuting is moving into a new phase, one in which its gains are being rolled out not only to larger numbers of people working at home, but as much as possible to people working at company headquarters, too. Just as computers first migrated from the desks of hobbyists to corporate number-crunchers, and from there to almost every desk in the organization, it's conceivable that corporate planners may be taking the first baby steps toward spreading the best elements of telecommuters' flexibility, independence, and emphasis on deliverables to the vast majority of their employees.

Among the many things telecommuters have successfully proven is that much of today's work can be "deconstructed" into individual elements, accomplished by various individuals working at separate times and locations, then reassembled again into a finished deliverable with great savings in time, effort, and expense.

Phoenix Area Survey Results

A recently completed survey of 260 Phoenix-area telecommuting program coordinators, conducted by WestGroup Marketing under a contract from RPTA/Valley Metro, shows that telecommuting is on the rise in that area.

According to the survey's results, more than half the telecommuting programs were begun in just the last two years. Hardly any of the newer programs bothered to go through a pilot phase, as was the norm several years ago. Instead, the program coordinators simply collected some basic criteria and policy points, screened the applicants, provided some training, got a signed agreement from the fledgling telecommuters, and rolled out the program.

Approximately 90% of these telecommuters use a computer in their work from home. Three-quarters use a modem, and more than half use a fax machine. More than half the employers pay for the equipment their telecommuters use at home. The average number of telecommuters per employer is twenty-two, mostly from middle- and upper-level management. Interestingly, about 25% of the area's telecommuters say they telecommute four or five times per week.

A particularly encouraging note in the survey results: Only 13% of the employers are experiencing management resistance to telecommuting. At one time the most important obstacle to the spread of tele-commuting, this attitude now appears to be on the wane. By far the biggest remaining problem at companies with and without telecommuters is the difficulty in finding tasks that can be done from a distance. (I'll have more to say about that in a future article.) ■

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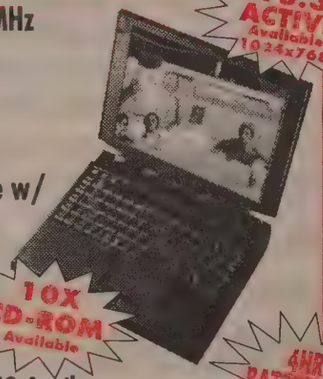

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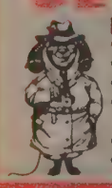

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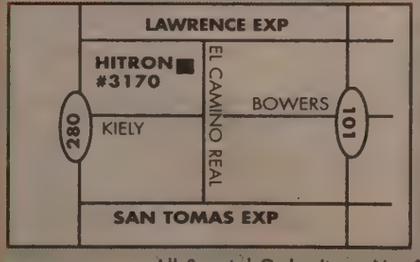

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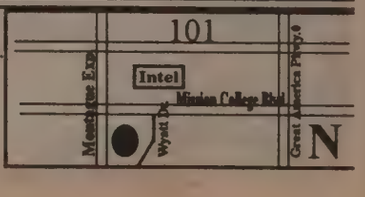

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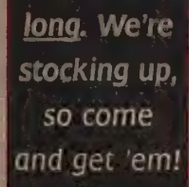

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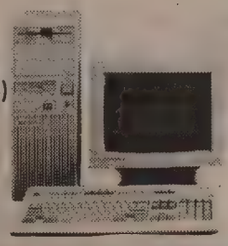

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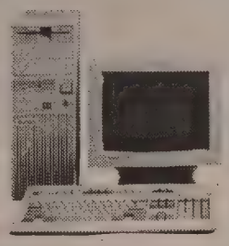

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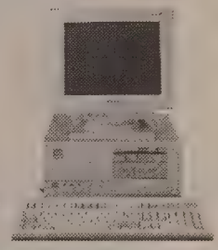

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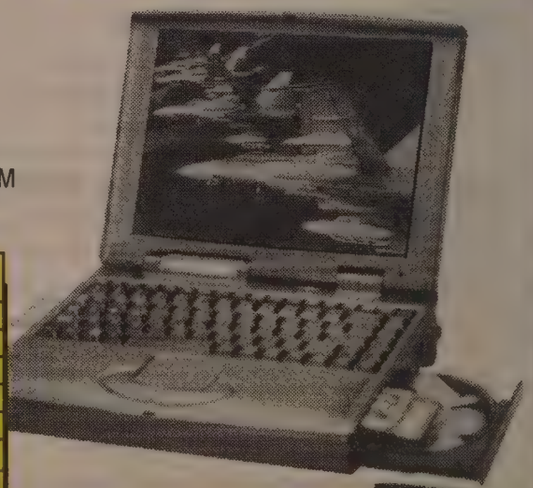

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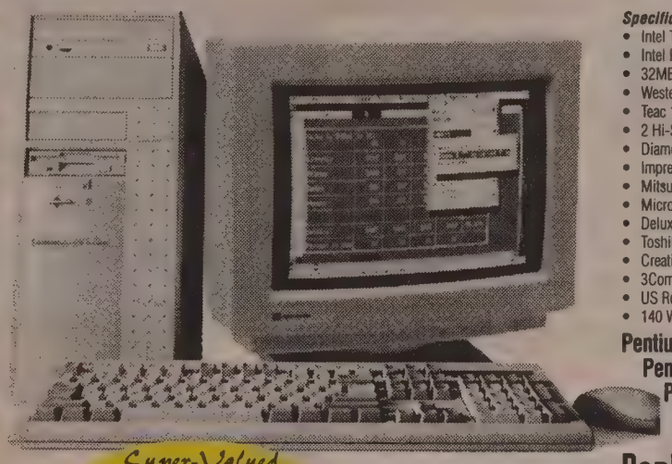

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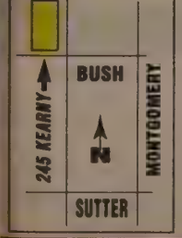

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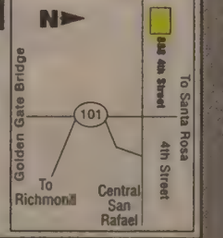

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P5-100/256K PCI (Intel Tucson) ATX.....$1,318
P5-120/256K PCI (Intel Tucson) ATX.....$1,338
P5-133/256K PCI (Intel Tucson) ATX.....$1,388
P5-150/256K PCI (Intel Tucson) ATX.....$1,448
P5-166/256K PCI (Intel Tucson) ATX.....$1,548
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PP-200 PCI (Intel Venus) ATX.....$2,188
PP-200 PCI (Asus).....$2,198
PP-200 PCI (Super Micro).....$2,188
Dual PP-200 PCI (Super Micro).....$3,188

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- 16MB RAM (32MB/64MB: Add SCall)
- 1.2GB EIDE (1.6GB/2.0GB: +$30/$60)
- PCI IDE w/IO
- Diamond Stealth or ATI PCI 2MB
- 8X CD-ROM
- 16-Bit Sound Card & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower or AT Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
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P5-133/256K PCI (Intel Endeavor).....$1,088
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P5-120/256K PCI (Intel Atlantis).....$1,088
P5-133/256K PCI (Intel Atlantis).....$1,128
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- VLB or PCI SVGA Card w/1MB
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6X86-P166+/256K PCI.....$738
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P5-100/256K PCI (Intel Zappa).....$708
P5-120/256K PCI (Intel Zappa).....$748
P5-133/256K PCI (Intel Zappa).....$798
P5-100/256K PCI (Triton VX)*.....$698
P5-120/256K PCI (Triton VX)*.....$728
P5-133/256K PCI (Triton VX)*.....$778
P5-150/256K PCI (Triton VX)*.....$828
P5-166/256K PCI (Triton VX)*.....$938
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* Intel Mori/Tucson M/B ATX.....+$90/$110

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STANDARD CONFIGURATIONS

- 8MB RAM (please see upgrades)
- 540MB HDD (please see upgrades)
- 6-Speed CD-ROM
- Removable 1.44 Floppy Drive
- 2MB Display Memory
- Built-In Pointing Device
- 32-Bit PCI Bus
- Built-in Sound Card and Speaker
- NIMH Battery
- One Type III or Two Type II PCMCIA Slots
- FREE DOS 6.x
- Mini Docking Station Option

HI-TECH CD-ROM NOTEBOOKS	Dual Scan Color (11.3")	Active Matrix Color (10.4")	Active Matrix Color (11.3")
P5-75	$1,808	$2,018	$2,418
P5-100	$1,838	$2,048	$2,448
P5-120	$1,858	$2,068	$2,468
P5-133	$1,908	$2,118	$2,518
P5-150	$1,968	$2,178	$2,578

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- PCMCIA Fax Modem 33.6 w/V.34.....Add $1
- PCMCIA LAN Adapter (10Base-T & Twist).....Add $1
- Extra Battery Pak NiMH / 57.6W.....Add $120 / $
- AC Adapter / Car Adapter.....Add $85 /
- Mini Docking Station.....Add $

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- Fax Modem 33.6 w/voice Int.....$84

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- Sportster 28.8 (33.6 Data) w/V.34 Int.....$130
- Sportster 28.8 (33.6 Data) w/voice Int.....$134

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- 1.2GB EIDE Hard Drive.....$164
- 2.0GB EIDE Hard Drive.....$232

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486DX2-80/256K VLB.....$78
- 5X86-133/256K VLB.....$94
- 6X86-P150+/256K PCI.....$238

INTEL ATLANTIS M/B + CPU

P5-133/256K PCI.....$438
- P5-150/256K PCI.....$488
- P5-166/256K PCI.....$598

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PP-120/256K PCI.....$318
- P5-133/256K PCI.....$368
- P5-166/256K PCI.....$568

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- Asus PP-200.....$1188
- Super Micro PP-200.....$1178

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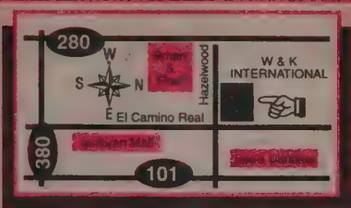

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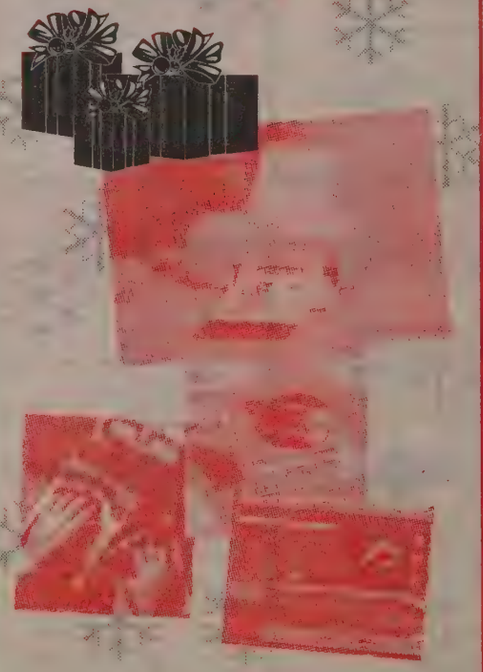

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Web Page Listings *continued from page 179*

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William's Home Page *http://exo.com/~gelvin* Custom product demos, electronic portfolios, interactive presentations, games, and more. Macromedia Director and Visual Basic. [Exp. #157.]

GOVERNMENT/ POLITICS

Culver City Home Page *http://users.aol.com/NEhrstrom/Culvercity.htm* [Exp. #160.]

NASA *http://observe.ivv.nasa.gov/* NASA has entered cyberspace and now offers an Internet window to the best in NASA earth and space knowledge. [Exp. #161.]

NASA Spy *http://observe.ivv.nasa.gov/observe/exhibit/spy/spy.html* Spy, the newest feature of NASA's Observatorium Web site, includes declassified satellite images, provides background on the spy satellite program, and allows you to order copies of images. [Exp. #161.]

US Consumer Information *http://www.pueblo.gsa.gov* Find the latest information from more than forty US government agencies. [Exp. #161.]

ARTS

Art Minds Surf And Sports Photography *http://www.artminds.com* Fine art photography celebrating the strength, beauty, and imagery of the male athletic physique. [Exp. #161.]

Artist Connection *http://art.ezon.com/janowski* An online gallery featuring full color photos of subscribed artist's work, bios, and upcoming events. [Exp. #161.]

Artwalker Project *http://www.artwalker.com* A virtual walkthrough based on paintings and drawings of real-world locations [Exp. #160.]

Cannonball Express *http://www2.best.com/~cannonball/* A video project-in-progress covering urban firestorms, home fire safety, and environmental issues. [Exp. #160.]

Digital Design & Associates *http://www.digital-design-assoc.com/* See our illustration and design portfolio. See Communique magazine. We do print and multimedia work. [Exp. #160.]

Fine Art Photos For Sale *http://members.aol.com/roller/2606/Kip1.htm* Fine art black and white photos of female models for sale. [Exp. #160.]

From The Fringe *http://www.ccnet.com/~tustin* Check out the photos and words from Tustin Ellison's adventure. [Exp. #160.]

Harry's Universe *http://www.catch22.com/~vudu/* Photography and travel information on Belize, Puerto Rico, Virgin Islands, Jamaica, Barbados, Costa Rica, the Dominican Republic, Indonesia, Japan, the Philippines, and more. [Exp. #161.]

Overmire Associates *http://www.overmire.com* A wide range of services for Museum Collection Management and for private collectors. [Exp. #160.]

Pixel & Paper Art Gallery *http://www.demon.co.uk/london-calling/artgal.html* Featuring a new exhibition of photos of Auschwitz/Birkenau by Alan Jacobs. [Exp. #160.]

Thogek's Wanna-be Story Index *http://www.alumni.caltech.edu/~thogek/writ* A few excerpts from short stories in progress looking for feedback. Bring your red pens. [Exp. #160.]

Watercolors By Yoju *http://members.aol.com/ArtBYoju* Sixty original watercolor art by Yoju for the home, office, galleries, and agents. [Exp. #161.]

ENTERTAINMENT/ LEISURE

1travel.com *http://www.1travel.com* Find the lowest air fares. New Consolidators Online program lets you connect with travel agents who work with fifty-five of the top consolidators. [Exp. #160.]

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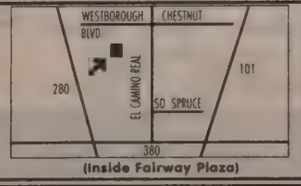

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Web Page Listings *continued...*

A Panacea *http://website-1.com* Amazing emotional truths. The world's first program capable of eradicating emotions using your PC. [Exp. #160.]

Abbeyrd's Beatles Page *http://www.best.com/~abbeyrd* Celebrating the Beatles, the Byrds, the Beach Boys, and '50s-'60s music in general. [Exp. #161.]

Actors Online *http://www.actorsonline.com* Premiere casting site for actor info, news, and trivia. Free listings to professional actors. [Exp. #160.]

Amercian Vaulting Association *http://www.horsenet.com/ava/* The sport of equestrian vaulting—gymnastics performed on the back of a moving horse. [Exp. #160.]

Amtrak *http://www.amtrak.com* Amtrak's Web site offers travel planner guests with all of the information and travel tips needed to help ensure an enjoyable adventure by rail. [Exp. #160.]

Ancient Future *http://www.acient-future.com/index.html* Audio-enhanced world music site from internationally acclaimed group, Ancient Future. Online world rhythm training program. [Exp. #161.]

Audiences Unlimited *http://www.audiencesunlimited.com/* Free tickets for over sixty comedy shows. Get information about your favorite TV show and stars. [Exp. #157.]

Australian Backpackers Connection *http://www.ozemail.com.au/~austback* Backpackers message forwarding service for fax, email, and voice mail. [Exp. #161.]

Austria For Americans *http://www.telecom.at/afa/* Your guide to travel in Austria. [Exp. #160.]

Babies On The Move *http://mpb.com/lucifuge/* An online resource for parents of young children in west Los Angeles. [Exp. #160.]

Baja Bound *http://www.bajabound.com/* This site sells books, maps, charts, apparel, and jewelry on Baja California, Mexico. [Exp. #160.]

Bed In Tour—Incoming Tour Operator *http://www.vol.it/bedintour* Find all the necessary information for an unforgettable trip to Italy. [Exp. #161.]

BizBlues Records *http://www.bizblues.com* Got the blues? "Marketing Blues" makes fun of advertising, PR, strategic planning, and more. [Exp. #160.]

Black Star Beer *http://www.blackstarbeer.com* Learn about the Great Northern Brewing Co., its Black Star Beer, brewing techniques, and what's to see in Northwest Montana. [Exp. #160.]

Blue Wolf Network *http://www.bluewolfnet.com* Publishers of Browseteria, a variety show on the Web. [Exp. #160.]

Butterball Turkey Talk Line *http://www.butterball.com* Discover tips on how to prepare a picture-perfect Thanksgiving dinner, also what's new at Butterball, and more. [Exp. #161.]

Chat Games *http://www.chatgames.com* Multi-player game with graphical chat. Play people and robots. [Exp. #161.]

China Travel Package *http://www2.gus.net/home/m/mluo* Discount China travel packages and more. [Exp. #160.]

Choraegus ShareMusic *http://www.choraegus.com/Choraegus/* Christian choral/ ensemble music. Traditional, classical, and contemporary styles. [Exp. #160.]

Cyberforce Interactive Adventure *http://www.cforce.com* An interactive episodic Web site adventure that breaks all the rules and sets a new standard for online gaming. [Exp. #160.]

Cybertown *http://www.cybertown.com* Futuristic off-world town with entertainment, information, community, interactivity, and free 3-D VR apartments. [Exp. #161.]

Dee Zaster. Esq. *http://www.globalpac.com/ump sm/* The politically incorrect, depraved "bloomer" broad is working at aggravating the GOP. [Exp. #161.]

Divots Internet Golf Tour *http://www.divots.com* The first country wide golf tournament, open to everyone. [Exp. #161.]

Electric Shorts Online Doom Mini Page *http://users.aol.com/elecshorts* Doom wads, 3-D gaming links, and demos. [Exp. #160.]

ExotiCar Model Company *http://www.exoticarmodel.com* Manufacturer of die-cast model cars and automative accessories for car enthusists with retail outlets in Boston and Beverly Hills. [Exp. #161.]

First TV *http://www.first-tv.com/* The first television/video network on the Internet. [Exp. #161.]

The Gathering *http://www.takeme.com* Full length music videos from your favorite alternative bands. [Exp. #161.]

Gerrets Home Page *http://home.earthlink.net/~gerret/* The epic saga of my struggle with the ravages of Candida. You'll laugh. You'll cry. [Exp. #161.]

Go Play *http://www.goplay.com/index.html* Interactive entertainment guide for the San Francisco Bay Area. Cartoons, personals, classifides, movie listings, club and restaurant listings, and more. [Exp. #157.]

Hawaii State Vacation Planner *http://www.hshawaii.com/* Features a wide array of comprehensive travel info specific to Hawaii's four major island visitor destinations. [Exp. #160.]

HighlandNet *http://www.highlandnet.com* Scottish culture, tradition, Highland Games and entertainment in California and on the West Coast. [Exp. #161.]

Internet Takeout Place *http://www.takeout-info.com/* Restaurant takeout guide by category and location. [Exp. #161.]

Janet Whitebread *http://www.janetspetpeeve.com* [Exp. #160.]

The Kenny Rogers Web Site *http://www.epn.com/ rogers* The official Kenny Rogers Web site. [Exp. #157.]

Montreal World Film Festival *http://www.ffm-montreal.org* Filmgoers in Montreal and around the world can find film descriptions, filmographies, and screen schedules online in both official languages. [Exp. #160.]

Movie Ratings By You *http://www.cityboy.com/cityboy/movie* Movie database with ratings and comments by movie goers. [Exp. #161.]

MultiWar Wargame Home Page *http://www.scvnet.com/~andy/MultiWar.html* MultiWar is a user-configurable multiplayer wargame. [Exp. #160.]

Music Network USA *http://www.mnusa.com* Complete information resources for music professionals. Music industry free classifieds [Exp. #160.]

National Football League Official Web Site *http://www.nfl.com* Real-time game day coverage, up-to-the-minute NFL news, team information, and audience chat sessions. [Exp. #157.]

Nebulae *http://www.nebulus.com* An eclectic nebulus internet band. [Exp. #161.]

Official Hexen Fanclub *http://www.geocities.com/TimesSquare/1863/index.html* The only officially recognized fanclub of any id/Raven game. Membership is free. [Exp. #160.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. Includes consumer news, sell-through calendar, and links to studios. [Exp. #160.]

Paris Guide *http://www.geocities.com/Paris/3554* Travel information for tourists and businessmen, including historic sights, entertainment, and weather. [Exp. #161.]

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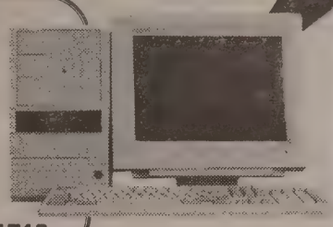

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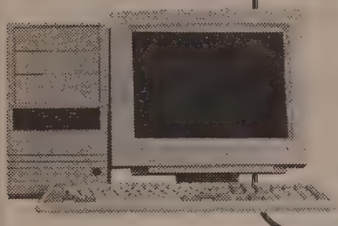

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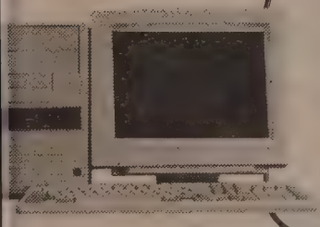

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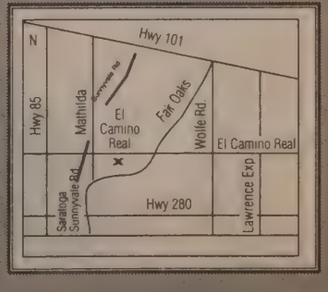

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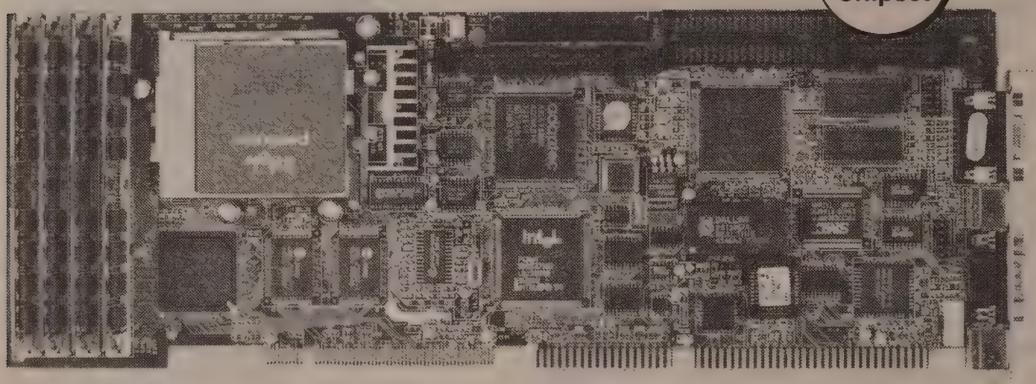

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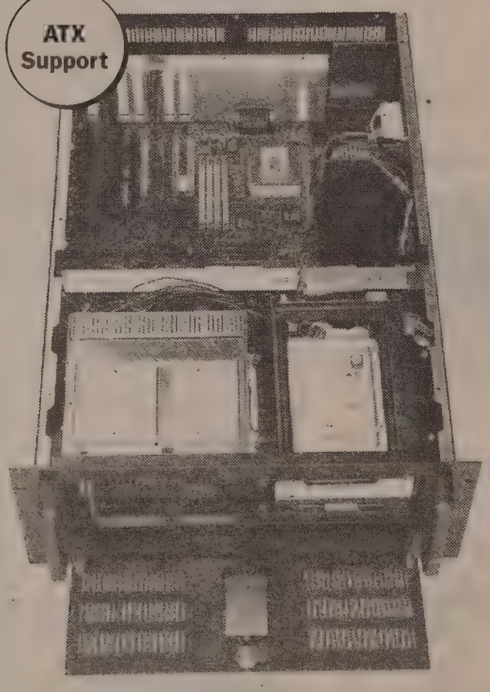

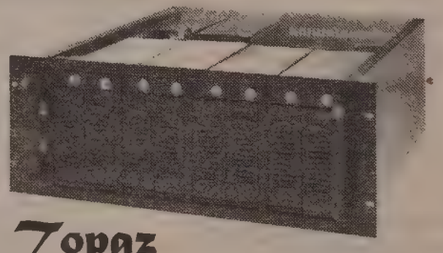

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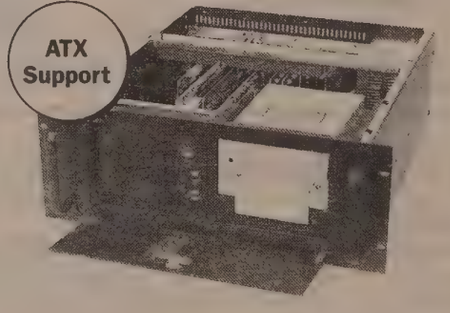

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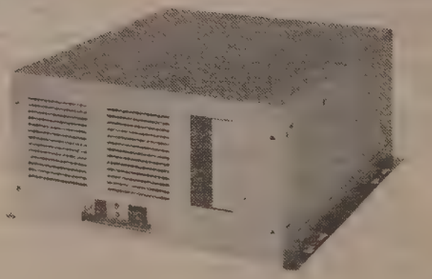

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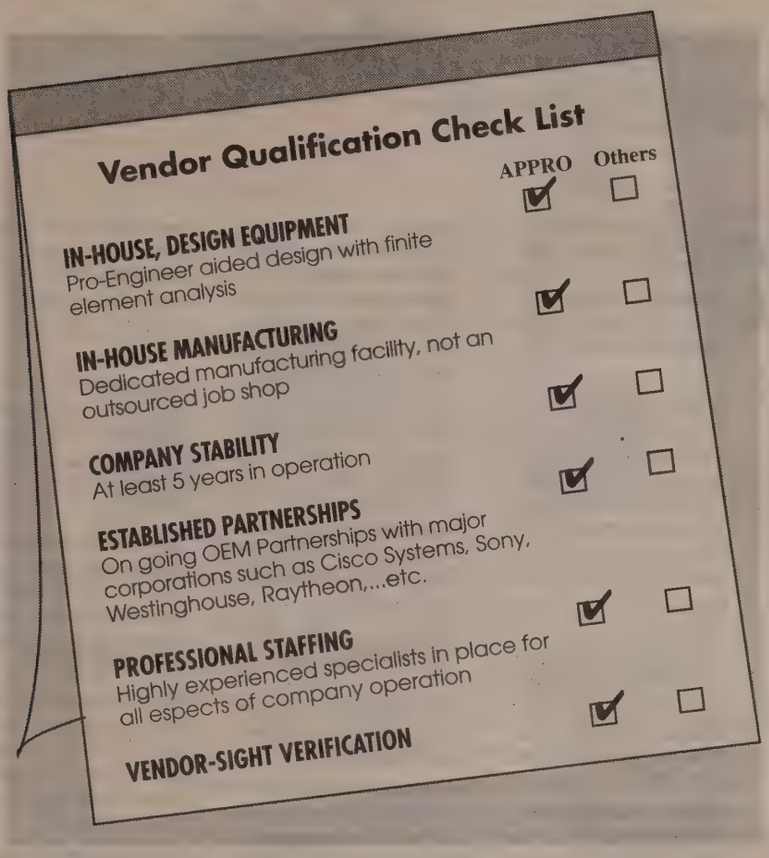
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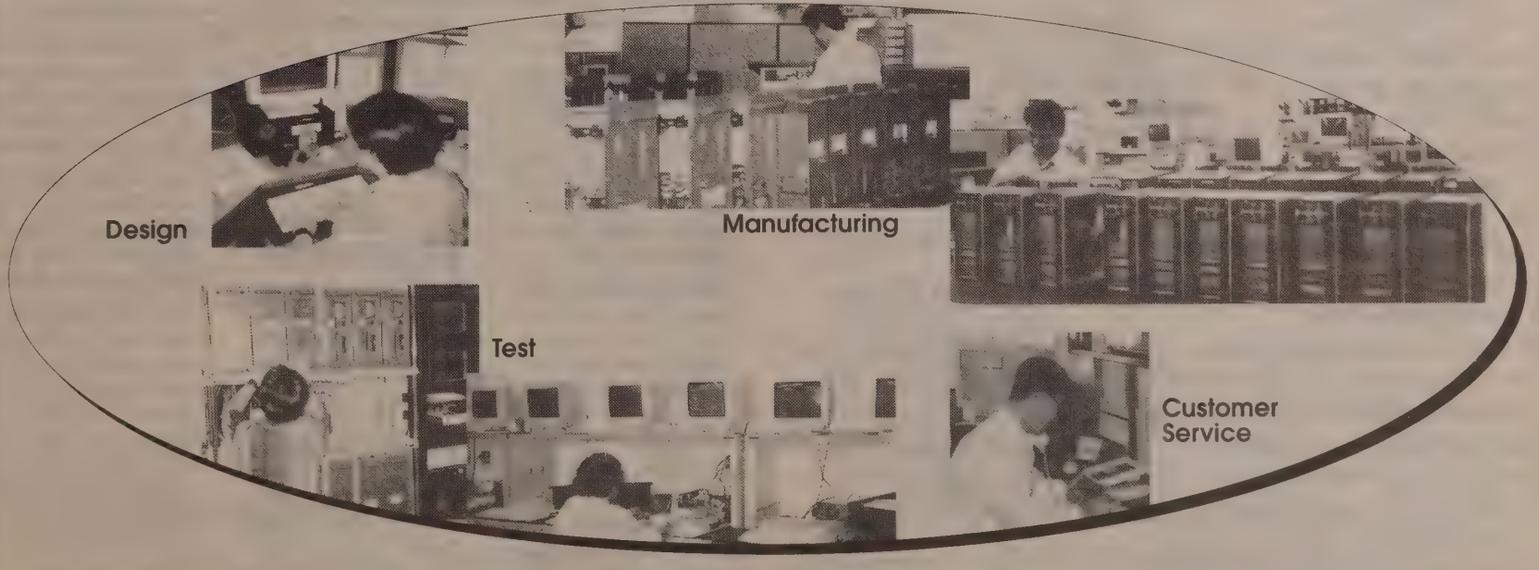

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OS/2 *continued from page 90*

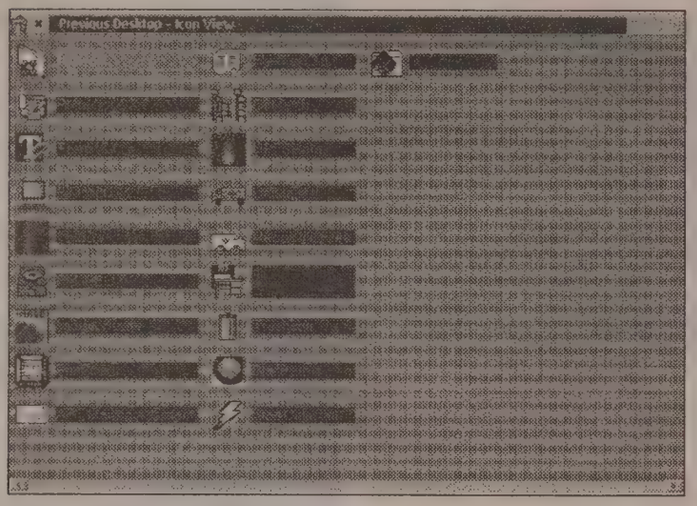

Figure 2

Conclusion

From the little time I had to look at the new Warp, even the base configuration has grown considerably. There are quite a few new components, and the revised user interface requires some getting used to. Expect some learning curve.

Because of this and the loss of customization, I decided to reinstall 4.0 from scratch, recustomize the new interface and reinstall applications. It's quite a task, but I was wary of two desktops and leftovers from the previous version. With so much new and different, it's hard to tell what affects what, so a clean start will probably save you trouble later (in fact, the system already crashed on me about three times for reasons not yet understood, some caused by applications made incompatible by the new version).

By leaving out certain components, **YOU CAN SAVE** considerable space (you can add them if and when you need them). For example, I saved about 10MB on Assistance Center components and 24MB on VoiceType

Luckily, I've got about a month and-a-half to mid-November, the deadline for the January column, to figure things out—and it looks as if it's needed. Have a nice holiday season, hopefully away from your computer. ■

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RESOURCES:

OS/2 Warp 4.0
IBM Corp.
Old Orchard Rd.
Armonk, NY 10504
Tech Support: 1-800-992-4777
(30 days free)

Web Page Listings *continued...*

Popcorn *http://members.tripod.com/~AmyDo/Index.htm* Movie reviews and news for the next generation. Find the latest in celebrity gossip. [Exp. #160.]

Preview Travel *http://www.reservations.com* This new site showcaes the company's upgraded airline ticketing service, including easy-to-navigate screens to book tickets based on your preferences. [Exp. #160.]

Restaurant Guide *http://www.cyber-view.com/cyberdine.shtml* Become a free member and receive discounts at some of over 300,000 nationwide restaurants listed in our database. [Exp. #160.]

SeaView Submersibles, Ltd. *http://www.seaviewsubs.com* Operation of tourist submarines and underwater restaurants. [Exp. #160.]

Sequoia Yacht Club *http://www.gdserv.com:80/hps/syc/* In Redwood City, CA, lists activities for sail and power boaters, plus links to other sites. [Exp. #160.]

Sesha Press Records *http://www.sesha.com* Spooky music samples, haunting photos, cool art, and more. [Exp. #160.]

Slam And Scream Office Stories Page *http://www.io.com/~slam/* New site for administrative assistants, secretaries, and other office "underlings." [Exp. #160.]

Smirnoff Pure Thrill Hotel *http://www.purethrill.com* [Exp. #161.]

Snowchasers Ski Club *http://www.jaws.com/baski/clubs/snowchaser/index.html* A year-round ski and social club serving Diablo/San Ramon Valley. [Exp. #161.]

SP Presents *http://www.netwizards.net/~lmevents/home.htm* Affordable shareware games for Windows 3.1, 95, and NT. Addictive gameplay. [Exp. #161.]

Stale *http://www.stale.com* Parody on Microsoft's Slate magazine. [Exp. #160.]

Stepher J. Hemenway's Slouch In The Couch Home Page *http://pages.prodigy.com/slouch/home.htm* Based on the Slouch in the Couch series of children's learning books for ages 4-11. [Exp. #161.]

Taylor Made Golf *http://www.taylormadegolf.com* The site includes a variety of information on both the education and enjoyment of golf as well as Taylor Made's products and players. [Exp. #161.]

University Toplinks *http://www.university.toplinks.com/* Content and links to sites related to college students—their life, interests, and tastes. [Exp. #161.]

USS Galaxy *http://users.aol.com/captprice/galaxy/index.htm* Email roleplaying game. Interactive story telling set in the TNG timeline. [Exp. #157.]

Vinyl Vendors *http://www.vinylvendors.com* LA-based company dealing in rare and collectible records. [Exp. #161.]

World Wide Discount Travel Club *http://www.wwdiscounttravel.com* [Exp. #161.]

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A2XXX *http://www.psychonet.com/a2xxx* Adult photos and fun from A to XXX. The Web's prettiest women in sexy photos. [Exp. #157.]

AbasiaNet *http://home.sprynet.com/sprynet/adult/spryvs.htm* Live uncensored PC video conferencing with sexy women. Download free software. [Exp. #160.]

Adult CD-ROMs! *http://www.romdezvous.com/* The hottest adult interactive CD-ROM games, movies, and videos avaliable. Free catalog. [Exp. #157.]

Adult Gallery *http://www.adultgallery.com* Free adult Web site includes hundreds of pictures. [Exp. #160.]

Amateur Connection *http://www.xxxamateurs.com* Over 600 adult CD-ROMs, videos , and adult novelites. Also, features an online magazine with some of the finest So. Calif. women. [Exp. #161.]

Bare Bodies *http://www.webcom.com/barebod/* Adult Web site: $1.95/month to access pics updated monthly. [Exp. #160.]

Cyber Studios International *http://www.sexlive.com* Live nude shows in the privacy of your home! Beautiful girls and free software. [Exp. #157.]

Date Mall *http://www.datemall.com* Free online dating service. Meet someone special today by establishing your presence in cyberspace. [Exp. #160.]

Five Star Entertainment *http://www.fivestar.com* Offering the most erotic, high-quality videos and CD-ROMs. Our prices cannot be beat. [Exp. #161.]

Hotel Erotica *http://www.hotelerotica.com* Aduts only, live shows, photos, videoclips, free conferencing, and more. [Exp. #160.]

Lips Of The Net *http://www.lipsnet.com* How to pick up women in the '90s, photo gallery, nudity, news, and reviews. [Exp. #160.]

Live! Live! *http://www.hotvisions.com* Real-time live sexy, beautiful girls: one-on-one, group, and other favorites. [Exp. #160.]

The Pleasure Guide *http://www.pleasureguide.com* The best in adult online entertainment. Live chat, personals, reviews, tons of images, and more! [Exp. #157.]

Tricia's Torrid Tales *http://www.tricia.com* [Exp. #160.]

XPics *http://www.xpics.com* Adult site of the day; a new, free adult site every day. [Exp. #160.]

XXX Visions *http://www.xxxvisions.com* Photos, B&D, steamy fantasies, hot links, and more. Adults only. [Exp. #160.]

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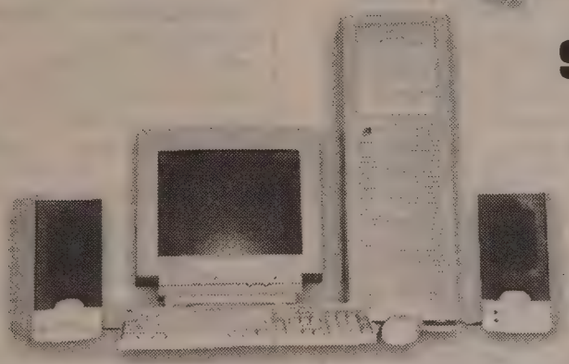

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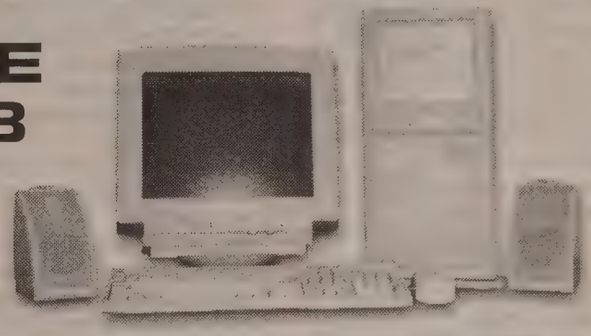

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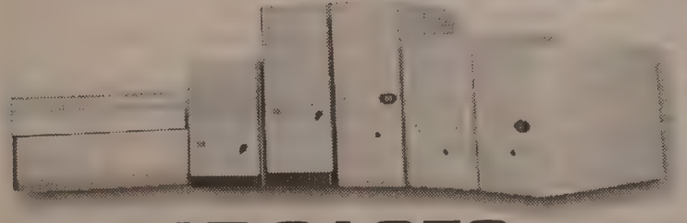

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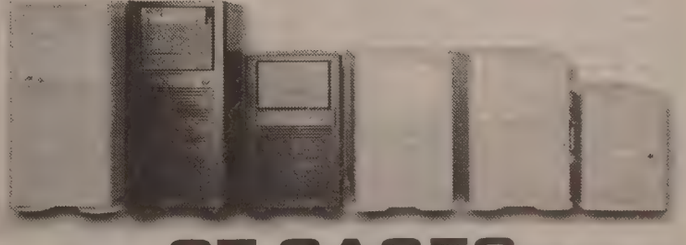

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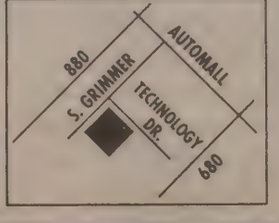

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- Diamond Stealth Video-VRAM 2MB
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- 104-Key Keyboard
- 8 speed CD ROM
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- Logitech Mouseman II
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- Build in 16-Bit Sound Card
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- 256k Pipeline Burst cache
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- 1.44 MB Floppy Drive
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- 1.2GB EIDE HD
- Trident PCI SVGA W/ 1MB
- 16 Bit Sound Card On-Board
- 8 Speed CD-ROM & Speaker
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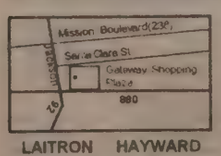

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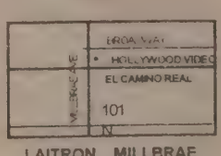

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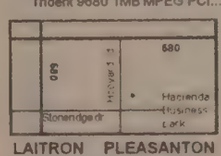

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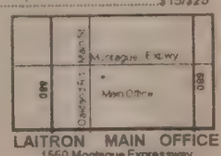

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- ATX Medium Tower Case
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MONITOR

ACER
- 17" 1280 X 1024 .27 DP AV76i $579
- 15" 1024 X 768 .28 DP AV55L $299
- 15" 1280x1024 .28 DP AV58E $329

ADI
- 4V 15" .28dp 1280x1024 ..... $369
- 5V17" 1280x1024 ..... $819

CTX
- 14" 1024x768 .28dp Non-Int $223
- 15" 1024x768 .28dp Non-Int $317
- 17" 1765GME 1280x1024 ..... $579

HITACHI
- CM1587M U15" 1280 x1024 .28 DP $369
- CM1721M U17" 1280 x1024 .28 DP $659
- CM1711M U17" 1280 x1024 .26 DP $829
- CM2011MU 20" 1600 x1200 .28 DP $1239
- CM2110MU 21"1600X1200 .26 DP $1579
- CM2111MU 21"1600X1200 .26 DP $1749
- CM2112MU 21"1600X1200 .26 DP $1949
- GX-21 21"1600X1200 .28DP $1740
- UX-4921 21" 1600X1200 .22DP $2079
- UX-8821 21" 1600X1200 .22DP $2195

IIYAMA (IDEK) 3 years Warranty
- *MF-8115 15" 1280 X 1024 .28 DP $369*
- *MF-8617E 17" 1600X1280 .26 DP Non-Int $669*
- *MF-9017E 17" 1600X1280 .25 DP Non-Int $739*
- MF-8221E 21" 1600 x 1280 @ 76 HZ .22 DP $1435
- MF-9021E 21" 1600 x 1280 @ 76 HZ $1529

IMPRESSION
- 3A 14" 1024 X 768 28DP NI full screen $208
- 5 15" 1280X1024 .28DP NI $283
- Vienna 17" 1280x1024 .28 ..... $539
- *7+ 17" 1280x1024 .27dp $509*
- *14" Touch Screen Monitor $619*
- *15" Touch Screen Monitor $729*

MAG INNOVISION
- DX 1595 15" 1280X1024 .28DP $343
- DX 15T (Trinitron) .25AG $383
- DX 17T (Trinitron) .25AG $687
- 17F MXP Flat, 17" 1600X1280 .26 ..... $764
- 21F MX $1417

NANAO/EIZO
- F2-17 .28dp 1280X1024 NI $784
- F2-17 EX .28dp 1280X1024 NI $894
- F2-21 .30dp 1600X1200 NI $1799
- T2-17 17" .25dp 1600x1200 NI $949
- T2-17TS 17" .25dp 1600x1200 NI $889
- T2-20 20" .30 dp 1600X1200NI $1719

MONITOR

SMILE
- 14" .28dp SVGA 1024x768 ..... $205
- CA1515DS 15" 1280X1024 .28DP $329
- CA1716DL 17" 1280X1024 .28DP $549

TEC
- C500/M500 15" .28 ..... $384/$527
- XV15Plus/XE15 ..... $454/$535
- XV17 Plus $764
- XE17 ..... $955
- XP17 ..... $999
- XE21 21" $1679
- XP21 21" $1904

NOKIA
- 449E 15" 1280 x 1024 .28DP NINT $429
- 447XAV 17"1600x1280 .25dp TCO,subwooter $999
- 447X 17" 1600 x 1280 .25 NINT $849
- 447K 17" 1600 x 1280 .25 speaker, camera $1449
- 445Xi 21" 1600 x 1280 .22 TCO $1749

PANASONIC
- C1791E 17" 1280X1024 .28 dp $859

PROTON
- GM-1560 15" 1280X1024 .28 DP NINT Digital $319
- GM-1562M 15" w/speaker&Microphone $349
- GM-1564 17" 1280X1024 .28DP $579
- GM-1764M 17" w/speaker&Microphone $599

PRINCETON
- Ultra 17 plus 17" 1600x1280 .28 DP $629

SHAMROCK
- 15" .28 dp Digital Controll 1280x1024 ..... $309
- 17" .28 dp Digital Controll 1280x1024 ..... $569

SONY
- 15SX1 15" 1280X1024 .25 PnP $389
- 15SF2 15" 1280X1024 .25 ..... $435
- 17SF2 17" 1280X1024 .25 ..... $739
- 17SE2 17" 1600X1200 .30 NI PnP $1794
- 20SF2 20" 1280X1024 .30 NI PnP $1615

VIEWMAGIC
- 15" 1280X1024 .28 NI w/Digital $279
- 17" 1280x1024 .26DP NINT $539

VIEWSONIC
- 14ES 1024x768 .28dp NI $249
- 15ES 15" 1024 X 768 .28 NI $329
- 15GS 15" 1280 X 1024 .28 NI $369
- 15GA 15" 1280 X 1024 .28 NI $439
- 17EA 17" 1280 X 1024 .28 NI $599
- 17GS 17" 1280 X 1024 .28 NI $599
- 17 PS 17" .25 1600 X 1280 NI TCO $690
- GT770 17" 1280X1024 .25 ..... $664
- PT770 17" 1600X1280 .25 ..... $769
- 20G-2 20" .28 1600 X 1280 NI $1084
- 21PS 21" 1600 X 1280 .28 NI $1494
- P810 21" 1600X1280 .25dp $1549
- PT810 21" 1600X1280 .30ag $1609
- P815 21" 1800x1440 .25dp Megamonitor ..... CALL

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- 1562A 15" .28 1024X768 NI $349
- 2000DS 15" .28 1280X1024 .NI $389
- V775 17" .26 1600x1280 NI $629
- 4000DC 17" .27 1280X1024 NI $629
- 4000TC 17" TRINTITRON .25 1024X768 ..... $759
- 4500DC 17" .28 DIGITAL NI 1600X1280 ..... $725
- 2082DC 20" .28 1600X1280 NI $1209

NOTEBOOK

ACER

ACERNOTE PRO: -
- Model 954, P75, 8MB Ram, 256K ,810 MB HDD, 10.4" Dual Scan With Windows 95 ..... $2489
- Model 955 P75, 8MB Ram,256K 540MB HDD 10.4" Active Color Display $2990
- Model 957 P-75, 8MB Ram, 256K 810MB HDD, 10.4" Active Color Display $3090

ACERNOTE LITE
- Model-352, DX4-175, 8MB Ram, 256K 420MB HD, 10.4" Dual Scan Color, 1.44MB FD, Win '95 ..... $2065
- Model 355,Cyrix 5x86/100, 8MB 500MB HDD 10.4" Dual Scan Color, 1.44MB FDD, Win '95 ..... $2289

AST
- Ascentia 950N:P75,8MB, 1.2GB, TFT $2895
- Ascentia 950N:P120,8MB,800MB SVGA TFT ..$4590

CHEMBOOK

5580: P75, 8MB,12.1" Active Matrix (TFT),Six Speed CD-Rom,810MB , Win 95 ..... $2879

5400:P75, 8MB Ram, 11.3 Dual Scan, 4x CD Rom, Built in Sound, 810MB, Win 95 ..... $2169

UPGRADES

TO: P100/P120/P133/P150 ..... $30/$80/$165/$270

Memory Upgrades:

TO 16MB/32MB ..... $99/$355

Hard Drive Upgrades:

To 1.0GB / 1.3GB ..... $120/$230

Accessories:
- Internal Battery $99
- External Battery $169

Fax Modem Upgrade:
- 14.4 PCMCIA Fax Modem $79
- 28.8 PCMCIA Fax Modem $189

TOSHIBA

Tecra 700CT, P120, 16MB, TFT 800x600, 1.2GB HDD $4599
- 4x CD-Rom Upgrade $290
- Docking Station V $690

Memory Upgrade:
- To 32MB / 48mb ..... $320/$590
- Tecra 710CDT, P120, 16MB, TFT 800x600, 1.2GB HDD, 6X CD-Rom $5790
- Tecra 720CDT, P120, 16MB, TFT 1024x768, 1.2GB HDD 6x CD-Rom $6290

POWER SUPPLY & CASE

American Power Conversion UPS
- Back-Ups 400VA/600VA ..... $144/$235
- Back-Ups 900VA/1200VA ..... $349/$459
- Smart-Ups 400VA/750VA ..... $339/$355
- Smart-Ups 900VA/1200VA ..... $459/$619

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- Cyrix P-133+ CPU w/Fan
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- EIDE HI Speed I/O
- 1.2GB EIDE HD
- PCI Video Card w/1MB
- 14" 1024x768 .28dp SVGA NINT
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- Mini Tower Case w/230w P.S.
- 3 Buttom Mouse & Pad
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- Microprocessor Controlled
- 3-year Warranty

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KEYTRONIC

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MAXISWITCH

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MICROSOFT

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MITSUMI

Model Z / Model R 104-Key	$13/$20

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Aodbe Photoshop 3.0 for Win Oem	$265
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CD Creator 2.0 for Win	$159
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BJC-4100 Ink Jet, Color 360x720 dpi	$299

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Optra E 600 dpi, 6ppm, 1MB	$539
Optra C 600 dpi Color, 3ppm, 8MB	$5745
Optra R+ 1200dpi, 8ppm,2MB	$1280
Optra LX+ 1200 dpi, 18ppm Postscript 4MB	$1879
Optra LXi+ 1200 dpi, 16ppm, 8MB, Postscript with Ethernet Combo Adapter	$2539

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ML 320 9 pin	$325
ML 380 24 pin	$235
ML 590 24 pin	$445
OL600E Laser 300 dpi.	$389
OL610E Laser 600dpi	$489
OL610E/PS Laser Postscript	$725

PANASONIC

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2135 24pin Color	$249
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4430 Laser Printer 5ppm 1MB	$819
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Troubleshooting & Upgrading

Labor charge for:

CPU & Memory Upgrade	FREE
System Diagnostic Checkup	$10
Multimedia Kit Installation	$30
Installation for Hard Drive	$20
Video Card + Driver Setup	$15
Install Motherboard	$30
Install Floppy Drive	$10
Install New Power Supply	$30
Install Tape Drive	$20
Install Fax/Modem	$30
Install Software/Setup	$30/Hr
System Troubleshooting	$40/Hr

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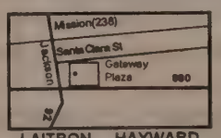

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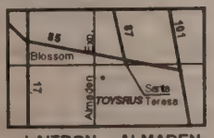

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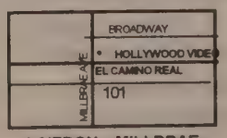

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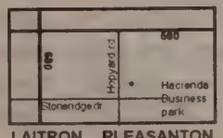

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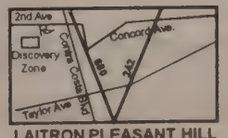

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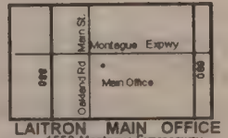

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Resources

Calendar Of Events

Conferences, Shows, Special Events

November

November 2–3 MarketPro Computer Shows & Sales. Sacramento. MarketPro. Contact: (415)456-6730, *mpro@marketpro.com* , or URL: *http://www.marketpro.com* .

November 3 Computer, Ham Radio, Electronics Swap. Las Positas College, Livermore. Livermore Amateur Radio Klub. Contact: (510)447-3857 (eve.) or (510)783-2803 (day).

November 4–8 8th Annual Open Systems World FedUNIX '96 Conference And Expo. Washington, DC. Washington Area UNIX Users' Group, UniForum. Contact: (301)596-8800 or *oswinfo@mcsp.com* .

November 7 Diablo Valley PC Users Group (DVPC) Annual Windows Trade Show. Concord. Contact: (510)556-1449, or URL: *http://www.dvpc.org* .

November 7–8 Spectrum Regional Conference. San Francisco. Contact: 1-800-767-SHOW.

November 10 MarketPro Computer Shows & Sales. Vallejo. MarketPro. Contact: (415)456-6730, *mpro@marketpro.com* , or URL: *http://www.marketpro.com* .

November 12–14 Chris Date On Objects & Relations. San Jose. DCI. Contact: (508)470-3880, *ConfReg@dciexpo.com* , or URL: *http://www.DCIexpo.com* .

November 16 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com* .

November 17 MarketPro Computer Shows & Sales. Santa Rosa. MarketPro. Contact: (415)456-6730, *mpro@marketpro.com* , or URL: *http://www.marketpro.com* .

November 18–22 COMDEX Fall '96. Las Vegas, NV. Contact: URL: *http://www.comdex.com* .

NOVEMBER 15, 1996

Deadline for MILIA '97 Projects

MILIA, the International Publishing and New Media Market, is an international business forum focusing on multimedia content development and is offering the opportunity to multimedia-enrolled students to present their projects to over 9,000 key multimedia industry decision-makers. The event will be held February 9–12, 1997 at the Palais des Festivals in Cannes, France. The deadline for entries is November 15, 1996; for more information, contact the Reed Midem Organization at *http://www.reedmidem.milia.com* , or (212)689-4220.

DECEMBER 31

Deadline for CyberKids/CyberTeens Writing and Art Contest

Broderbund Software, Inc., and Mountain Lake Software, Inc., are sponsoring the Third Annual CyberKids/CyberTeens Writing and Art Contest to encourage children and teens to develop their writing and art skills. CyberKids and CyberTeens are World Wide Web sites maintained by Mountain Lake that includes writing, music, art, and bulletin boards by and for young people. The contest provides a forum for children and teens to communicate with with their worldwide peers and gives them an opportunity to see their work published on the Internet. Contestants may enter in one of three categories: fiction, art, or games/puzzles. Entries will be judged in two age groups: 7–11, and 12–16. The deadline is December 31, 1996 and the contest is open to young people from any country. For more information, contact *contest@mtlake.com* or fax/mail your name and address to: CyberKids/CyberTeens Contest, 298 Fourth Ave., Box 401, San Francisco, CA 94118-2468. Fax: (415)752-6506.

November 23 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com* .

December

December 1 Computer, Ham Radio, Electronics Swap. Las Positas College, Livermore. Livermore Amateur Radio Klub. Contact: (510)447-3857 (eve.) or (510)783-2803 (day).

December 1–4 Computer & The Law III Symposium. San Jose. Contact: (617)232-0514, *office@sug.org* , or URL: *http://www.sug.org* .

December 2–3 Managing Data Warehouse Projects: The Key Issues. San Francisco. DCI. Contact: (508)470-3880, or URL: *http://www.DCIexpo.com* .

December 4–6 Handheld And PDA Expo '96. San Mateo. Contact: (415)252-8008 or *info@wmsltd.com* .

December 4–6 Data Analysis And Modeling For Building The Data Warehouse. San Francisco. DCI. Contact: (508)470-3880, or URL: *http://www.DCIexpo.com* .

December 7 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com* .

December 9–13 Project World. Santa Clara. Contact: 1-888-943-4444, or URL: *http://www.projectworld.com/projectworld* .

December 14–15 Computer Marketplace. Reno Livestock Events Center. National Productions. Contact: 1-800-800-5600.

December 21 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com* .

December 28 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or URL: *http://www.robertaustin.com* .

December 31 (Deadline) Broderbund/Mountain Lake Young People's Writing And Art Contest. Contact: (415)752-6506 (fax), or *contest@mtlake.com* .

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November 23rd & December 21st

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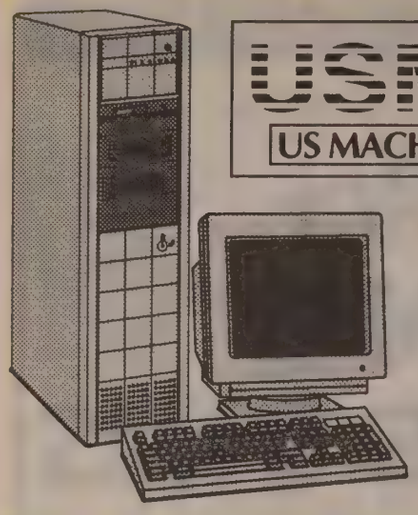

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☑ Minimize your downtime & management costs:

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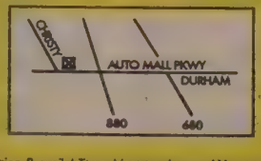

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System Package of the Month

- Intel Tucson ATX MB • Intel Pentium 120MHz CPU
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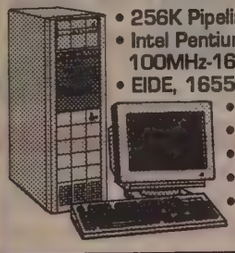
- 8x CD ROM Drive • Windows 95
- Teac 1.44MB Floppy • 15" Monitor
- 33.6 Fax Modem • Sound Card w/ Speakers • Multimedia CD Bundle

$1495

US design technologies mach series Triton System



- 256K Pipeline Cache
- Intel Pentium® processors, 100MHz-166MHz
- EIDE, 16550 UART I/O, para. port
- Teac 1.44MB FD
- Deluxe Midtower w/PS
- Windows 95 Keyboard
- Serial Mouse
- CPU Cooling Fan

100MHz	$495
120MHz	525
133MHz	595
150MHz	685
166MHz	845

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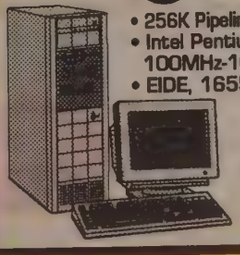
featuring intel. Venus Pentium Pro

Base System Starting at **$1295**

intel® MARL ATX MB Base System



- 256K Pipeline Burst Cache
- Intel Pentium® processors, 100MHz-166MHz
- EIDE, 16550 UART I/O, 1 parallel port
- Teac 1.44MB FD
- Deluxe Midtower w/PS
- Windows 95 Keybd
- Serial Mouse
- CPU Cooling Fan

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120MHz	625
133MHz	695
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100MHz	$138
120MHz	168
133MHz	258
150MHz	348
166MHz	488

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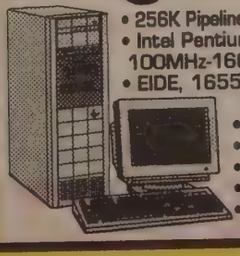
intel® Tucson ATX MB Base System



- 256K Pipeline Burst Cache & 16bit Sound
- Intel Pentium® processors, 100MHz-166MHz
- EIDE, 16550 UART I/O, 1 parallel port
- Teac 1.44MB FD
- Deluxe Midtower w/PS
- Windows 95 Keybd
- Serial Mouse
- CPU Cooling Fan

100MHz	$645
120MHz	675
133MHz	745
150MHz	835
166MHz	995

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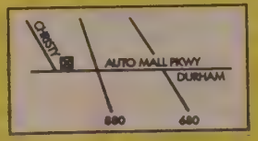

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- 104 Keytronic Keyboard
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- Windows NT 4.0 Workstation

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w/Sound Blaster 32 Sound Card. . $284

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- Enhanced PCI HD Controller w/High Speed I/O
- **2MB Diamond Stealth 64 VRAM** PCI Graphic Card
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- 101 Keyboard (Keytronic or Focus 2001 Click)
- Logitech Mouseman
- 17" MAG 1795 1280x1024 .26 MPR-2 Green Monitor
- 7 Year Labor Warranty, 1 Year Parts Warranty

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150MHz $1734
133MHz $1669
75MHz $1569
100MHz $1599
120MHz $1624

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- **1.6 Maxtor** Hard Drive
- Enhanced PCI HD Controller w/High Speed IO
- 1MB Diamond Stealth 64 Graphics Card
- Medium Tower Case with 2 Cooling Fans
- 101 Enhanced Keytronic or Focus Keyboard
- Logitech Mouseman
- 15" Proton 1280x1024 .28 MPR-2, digital, Green Monitor
- 7 Year Labor Warranty, 1 Year Parts Warranty

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133MHz $1199
75MHz $1099
100MHz $1129
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- Enhanced PCI Controller
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- 1MB Trident 9680 PCI Graphics Card w/MPEG Capability
- 33.6 Fax Modem, Sound Card, & Speakers
- Toshiba 8X CD-ROM Drive
- Medium Tower w/Power Supply
- 101 Enhanced Mitsumi Keyboard
- Mitsumi Mouse
- 14" Proton 1024x768, .28 SVGA Non-Int Full Screen Monitor w/72Hz Refresh Rate
- CPU Cooling Fan
- 7 Year Labor Warranty, 1 Year Parts Warranty

AMD 486DX4 133MHz $979

CONTROLLERS

IDE w/IO (Winbond Chipset)	$15
Adaptec 2940 PCI SCSI-2	199

SOUND CARDS

ESS 16 Bit	$49
Sound Blaster 16	79
Sound Blaster 32	134

FAX MODEM

14,400 Fax Modem w/MNP v.42	$49
28,800 Modem/14,400 Fax w/V.34	99
28,800 Modem/14,400 Fax w/V.34, Ext	159

CASE & POWER SUPPLY

Mini Tower w/230W	$39
Medium Tower w/230W	59
Full Tower w/250W	79
Full Tower w/300W	119
ATX Form Medium Tower	114
Desktop Case w/230W	45
230W PS	29
300W PS	69
IDE/SCSI HD Removable Kit	35/36

MOUSES

Logitech Mouseman Serial	$35
Logitech Dexxa Serial	15
Mitsumi Mouse	12

OPERATING SYSTEM (w/System Purchase)

Windows 95, CD ver.	$99
Windows NT 4.0 Workstation.	189

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1MB Trident ISA	$49
1MB Trident PCI	49
1MB Diamond Stealth 64 DRAM PCI	75
2MB Diamond Stealth 64 DRAM PCI	89
2MB Diamond Stealth 64 VRAM PCI	179
2MB Matrox Millennium WRAM PCI	214
4MB Matrox Millennium WRAM PCI	314

SVGA NON-INTERLACED MONITORS (Green)

14" Proton 1024x768 .28	$239
15" Proton 1280x1024 .28 Green Digital	309
15" MAG 1595 1280x1024 .28 Green Digital	364
17" MAG 1795 1280x1024 .28 Green Digital	594
17" MAG MXP17 1600x1280 .26	724

DRIVES

Teac 1.2MB/1.44MB	$47/37
Panasonic 1.2MB/1.44MB	46/36

MULTIMEDIA

8X Speed Toshiba IDE CD-ROM Drive	$119
80 Watt Speakers, Magnetically Shielded	39

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Calendar Of Events *continued...*

January

January 5 Livermore Amateur Radio Klub (LARK) Swap Meet. Las Positas College, Livermore. LARK. Contact: (510)783-2803.

January 7–10 MACWORLD Expo Conference. San Francisco. Contact: 1-800-645-EXPO or URL: *http://www.mha.com/macworldexpo* .

Classes, Seminars, Workshops

November

November 2 Intro To Macintosh Class. Berkeley. Kala Institute. Contact: (510)549-2977.

November 2 Beyond Client/Server Technology: Intranet Applications For Small- And Mid-sized Firms on a Worldwide Basis. Hayward. Network Data Solutions. Contact: (510)780-0243.

November 2 Novell Netware 4.1 System Administration BootCAMP. Hayward. Network Data Solutions. Contact: (510)780-0243.

November 11–14 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 4–7 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 4–8 Object-Oriented Design Patterns and Frameworks. Burlingame. UC Berkeley Extension. Contact: (510)323-1438.

November 5 Telecommuting And Internet Access Seminar. Sacramento. Ascend Seminars. Contact: 1-800-366-4058 or URL: *http://www.ascend.com/* .

November 5–26 Photoshop 2. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www. cea.edu/* .

November 5–8 Elementary AutoCAD. Sausalito. The ACADemy. Contact: (415)331-9466.

November 5–8 Windows Programming. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 5–8 ISDN Comprehensive Introduction. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 5–8 Client/Server Computing Introduction. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 5–8 Relational Databases: Design, Tools, And Techniques. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 5–December 17 Elements Of Multimedia Design. San Francisco. Center for Electronic Art. Contact: (415)512-9300,. *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 5–8 Windows Configuration. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 6 Internet 101: An Introduction And Overview Of The Internet For Beginners And The Curious Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

November 6 Computer-Aided Prototyping For Software Development. Santa Clara. International Technological University. Contact: (408)727-1000.

November 7 Multimedia Pioneers Lecture Series: Alan Kay. San Francisco. SFSU Multimedia Studies Program. Contact: (415)904-7740.

November 7 Telecommuting And Internet Access Seminar. San Francisco. Ascend Seminars. Contact: 1-800-366-4058 or URL: *http://www.ascend.com/* .

November 7 Publish the Net 1: Barn-Raising, Waiting Tables, And The WWW. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www. cea.edu/* .

November 7–December 19 Managing Your Mac. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 7–December 21 Interactive Authoring: Lingo 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 8 Implementing Anti-Virus Strategies For Windows NT Server Networks. Hayward. Network Data Solutions. Contact: (510)780-0243.

November 8 Fundraising On The Internet: Using The Internet to Find New Donors And Cultivate The Ones You Have. San Francisco. Contact: (510)843-8888, *workshop@malwar wick.com* .

November 8–16 From Photoshop To Photo-Etching Advanced Workshop. Berkeley. Kala Institute. Contact: (510)549-2977.

November 9 Basics Of Local Area Networks. Hayward. Network Data Solutions. Contact: (510)780-0243.

November 9 Microsoft NT Server Installation And Configuration BootCAMP. Hayward. Network Data Solutions. Contact: (510)780-0243.

November 9 Internet & World Wide Web 101. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 9–November 16 Publish The Net 2: Pagemill–WYSIWYG Comes To The WWW! San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 10 Macintosh Graphics Smorgasbord Class. Berkeley. Kala Institute. Contact: (510)549-2977.

November 11–14 Advanced AutoCAD. Sausalito. The ACADemy. Contact: (415)331-9466.

November 11–15 Oracle7 Introduction. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 11–15 3D Studio Max. Sausalito. The ACADemy. Contact: (415)331-9466.

November 11–December 16 Web Objects. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http:// www.cea.edu/* .

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PS/2 MODEL 386.computer .....$ 98
486/586 cpu FAN.$ 4/7.4 gb dat dRIVE ext 349.0
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ADAPTEC ...2940...PCI.....$162
Adaptec 2940 uw..SCSI...$211
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RLL/AT/XTCONTROLLERS WE HAVE !!

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Endeavor Board from Intel PCI w 90 MHZ cpu with 256k pipe line cache $249.00
486 / DX / DX2 MB 256K cache VLB $ 55
486/ SLC2 / 66 MHZ..w.VLB..... $89
Pentium (tm) Endeavor Main board w pipe C $179.00
486 DX-100/80 MAIN BOARD 72/30 PIN ..$ 64.00
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Date of Birth: 10/21/90 Date Missing: 12/18/95
Missing From: Woodland Hills, CA
Missing Type: Abduction by mother
Eyes: Brown Hair: Blond
Other: Vanesa has a noticeable speech impediment and is believed to be in the company of her mother, Sheri Lyn Taylor and her step-father, Kurt Jacobsen.
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Resources

Calendar Of Events *continued...*

November 11–December 2 Illustrator. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 12 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

November 12–15 TCP/IP Internetworking On Windows NT. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 12–15 C++ Object-Oriented Programming. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 12–15 Access Programming. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 12–December 17 Director. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 12–15 UNIX Tools And Utilities. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 13 How To Choose An Internet Service Provider (ISP). San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 13 Future Directions in Embedded Computing Technology. Santa Clara. International Technological University. Contact: (408)727-1000.

November 13–15 LAN and Network Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

November 14–15 PCB Design For Analog/RF Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 15 Implementing Anti-Virus Strategies For Novell Netware And Client/Server Architecture. Hayward. Network Data Solutions. Contact: (510)780-0243.

November 16 Publish The Net 6: Players, Plug-ins, And Applets. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 17–December 8 QuarkXpress 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 17–December 8 Color Pre-Press. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 18 Fitness For The Computer Athlete. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 18 The Macintosh Joker Class. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 18–19 PC Troubleshooting And Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

November 18–21 Second USENIX Workshop On Electronic Commerce. Oakland. Contact: (714)588-8649, *conference@usenix.org* , or URL: *http://www.usenix.org* .

November 18–21 Professional AutoCAD Level III Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

November 18–December 9 Photoshop 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/* .

November 19 Internet 303: A Hands-On Intro To Hypertext Markup Language Authoring Seminar. San Francisco. Internet Literacy

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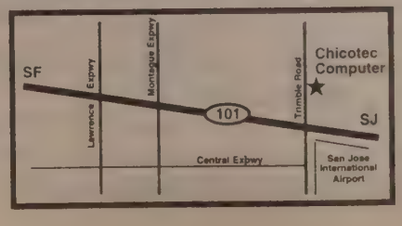

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Resources

Calendar Of Events *continued...*

Consultants. Contact: (415)469-8271 or *admin@matisse.net*.

November 19–20 VB Script. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 19–22 PC Configuration and Troubleshooting. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 19–22 Visual Basic 4. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 19–22 UNIX Hands-On Workshop. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 19–22 Multiprotocol Router and Bridge Configuration. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 19–December 10 Photoshop 3. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 19–December 17 3-D Studio 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 19–22 Microsoft Windows Networking. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 20 Electronic Commerce: Doing Business on the World Wide Web. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 20 Objects, WWW, and Groupware. Santa Clara. International Technological University. Contact: (408)727-1000.

November 20–December 18 Photoshop 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 20–December 18 Extreme 3-D. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 21 Publish the Net 3: Introduction to HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu.*, or URL: *http://www.cea.edu/*.

November 21–22 VRML Workshop. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

November 22 Multimedia Pioneers Lecture Series: Laurie Anderson. San Francisco. SFSU Multimedia Studies Program. Contact: (415)904-7740.

November 23 Enter the Net. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 23 Netscape Navigator 2.0. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 23–24 Intro To Adobe Illustrator Class. Berkeley. Kala Institute. Contact: (510)549-2977.

November 25 CNA Certification Preparation Class. Oakland. Hands-On Training Center. Contact: (510)836-2040.

November 25–December 16 Computer Media Fundamentals. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 25–December 16 Photoshop 1. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 26–December 17 Painter. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

November 27 Building and Managing a Successful High-Tech Company. Santa Clara. International Technological University. Contact: (408)727-1000.

November 30–December 1 Intro To Painter By Fractal Design Class. Berkeley. Kala Institute. Contact: (510)549-2977.

December

December 2–5 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

December 2–6 Advanced PC Configuration, Troubleshooting and Configuration. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 3–6 Windows NT 3.51 Workstation and Server. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 3–6 Microsoft Systems Management Server. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 3–6 Windows NT Server Enterprise Technologies. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 3–6 DB2 for Client/Server. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 3–6 Elementary AutoCAD. Sausalito. The ACADemy. Contact: (415)331-9466.

December 4–6 Techniques and Patterns for Distributed Object Computing with CORBA and C++. Burlingame. UC Berkeley Extension. Contact: (510)323-1438.

December 4–December 18 Windows 95. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

December 5 Internet 101: An Introduction And Overview Of The Internet For Beginners And The Curious Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net*.

December 5–19 Publish the Net 4: Intermediate HTML. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

December 7–8 Basic Word Processing On Macintosh Class. Berkeley. Kala Institute. Contact: (510)549-2977.

December 8 Macintosh Basics. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

December 9–12 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

December 9–13 LAN Troubleshooting. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 10–13 NetWare 4.x Administration. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 10–13 Visual C++ Windows Programming with MFC. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 10–13 C Programming Workshop. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

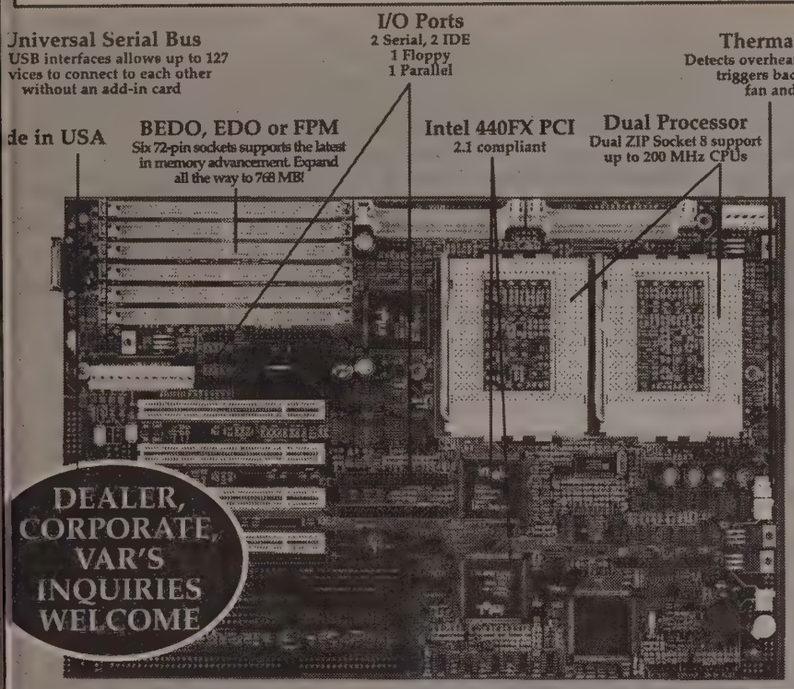
December 10–14 Systems Engineering of Complex Software Intensive Systems. Burlingame. UC Berkeley Extension. Contact: (510)323-1438.

December 17 PC Hardware Fundamentals. Oakland. Hands-On Training Center. Contact: (510)836-2040.

December 19 Careers in Multimedia. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

December 19–20 Supporting and Troubleshooting Windows 95. San Francisco. Contact: (201)478-5400, URL: *http://www.data tech.com*.

Super Micro Dual Pentium Pro Processor Motherboard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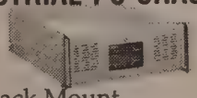

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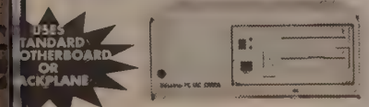

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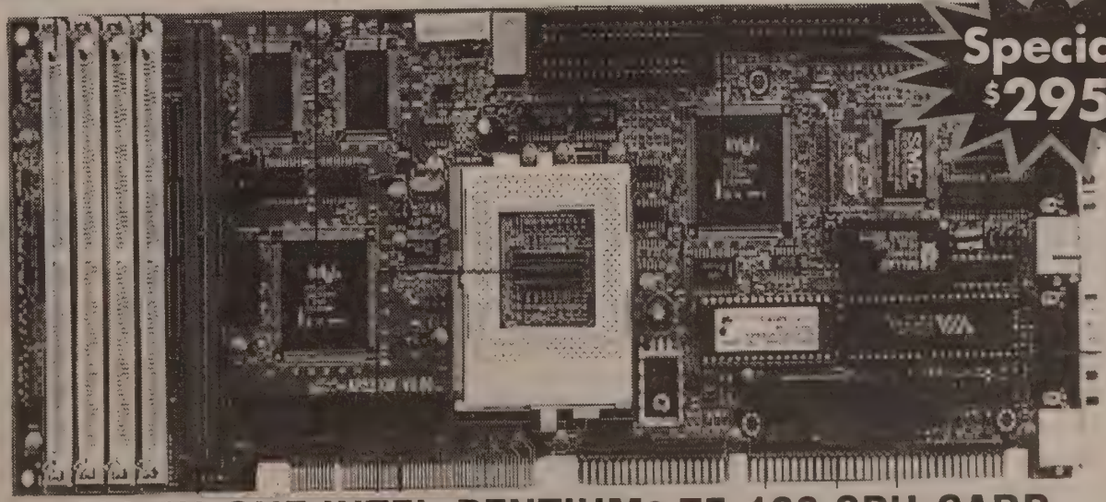

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December 17–20 Datacomm and Networks: Comprehensive Introduction. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 17–20 Internetworking: Bridges and Routers. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 17–20 TCP/IP Introduction. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 17–20 Telecommunications and Wide-Area Networking. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 17–20 ISDN for Data Communications. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 17–20 UNIX Server Administration. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 17–20 Network Design and Optimization. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

December 20 Internet 202: A Hands-On How-To Search The Internet Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net*.

December 20 Internet 303: A Hands-On Intro To Hypertext Markup Language Authoring Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net*.

December 20 A+ Certification Preparation. Oakland. Hands-On Training Center. Contact: (510)836-2040.

December 21–22 HP Laser Printer Repair and Maintenance. Oakland. Hands-On Training Center. Contact: (510)836-2040.

December 30 CNA Certification Preparation Class. Oakland. Hands-On Training Center. Contact: (510)836-2040.

January

January 6–9 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

January 9–10 PCB Design Techniques for EMC Compliance. Santa Clara. The Copper Connection. Contact: (408)970-9838.

January 13–16 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

January 20–23 Professional AutoCAD Level III Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February

February 3–14 Interactive Multimedia Intensive. San Francisco. Center for Electronic Art. Contact: (415)512-9300, *info@cea.edu* , or URL: *http://www.cea.edu/*.

February 3–6 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February 6–8 PCB Fabrication and Assembly. Santa Clara. The Copper Connection. Contact: (408)970-9838.

February 10–13 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

News and Views

Shrinkwrap Licenses *continued from page 190*

they're enforceable, and why they're necessary.

This is not what this article is about. I am not, nor do I profess to be, a lawyer. I'm a software engineer. (Which profession is the more steeped in obscure arcana is left as an exercise for the reader.) This is about what's fair. This is about the kind of world in which I want to live.

I've been using and programming computers for nineteen years, and have come to admire and respect many of the people who participate in the industry. Among many of my colleagues is an implicit understanding that what we do is supposed to benefit everyone, not just ourselves. Yes, it's nice that we make money doing this work, but we do our work with a view to enriching the lives of everyone around us, either by entertaining them, educating them, or making their lives easier. We don't always agree on how this may best be accomplished, which is why we all work for different organizations. Nevertheless, to these ends, we give our best work, our best energy, for if we're fortunate, our work will survive us, and it had better be a damn good testament to who we were, and encourage others to follow the same path we chose.

Our path is one of openness, of sharing, of encouraging others to learn what we've learned so they can go forth and do amazing things, showing us new ideas and concepts we never thought of before, and that we can, in kind, return the favor; we help each other climb the tree, rather than step on one another.

On this path, in this world, there is little place for license agreements, and certainly no place for inequitable, un-negotiated, after-the-fact agreements. They do not help us move forward; they keep us where we are. They do not encourage us to learn; they smite us if we try. They do not give us leave to explore freely our knowledge and imagination; they indenture them. They abscond with our fortunes and our freedoms, and leave us only with a piece of buggy software.

Sorry. I won't buy into that. It's not the world I want to live in, and definitely not one I'm going to help build. Unfortunately, the legal profession, in conjunction with the courts, has given itself leave to dictate our behaviors to us, and they are taking this stuff seriously.

This is why, through this article, I'm calling this to the attention of the community. It's an old issue, to be sure. Most people I know have handled the issue the same way I have; by ignoring it. But the lawyers I know take these things, as with all legal documents, quite seriously (they have to; it's their job), and without any counter-example or evidence of opposition, they will presume a document to be valid.

This, if for no other reason, should be cause to openly discuss and settle this issue once and for all. Ignoring it any longer can only damage our position and the future we hope to inhabit. ■

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MGA Millennium PCI w/2/4MB VRAM $175/245
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Graphic Pro Turbo PCI w/2/4MB VRAM $199/289
Graphic Win Turbo PCI w/2/4MB VRAM $185/255

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Sony
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21" F2 21/FX2 21 . . . $1735/2775
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17" 17XV+ $765
21" XE21/XP21 . . . . $1639/1899
Viewsonic
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17" EA/GA/PS . . . $595/665/685

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- ▲ SONY SF II 17" Monitor
- ▲ 104 Key Keyboard
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- ▲ Heatsink and Cooling Fan
- ▲ 32MB EDO RAM Exp to 128MB
- ▲ EIDE Controller
- ▲ Quantum 1.7GB Hard Drive
- ▲ SONY 1.44MB Floppy Drive
- ▲ 2 Hi-Speed Serial Ports and Enhanced Parallel Port
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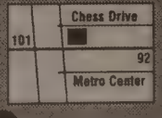

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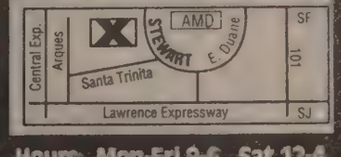

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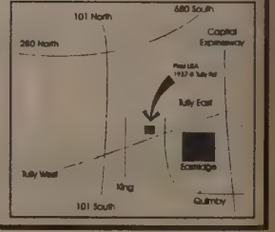

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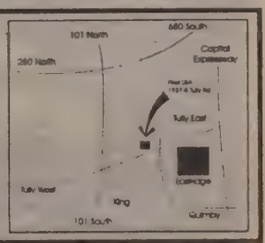

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Kill-O-Byte BBS. (415)344-1563. 24 hrs., 2400–33,600. Online files, CD-ROMs, games, film scripts, Amiga, IBM, OS/2, Windows; FREE! [Exp. #159.]

Peninsula BBS. (415) 571-9259. 24 hrs., 33,600. Sponsored by Peninsula Computer Club GT Power v. 19 RIP compatible. User friendly with DOS and Windows utility and games software. Online doors and echo mail. [Exp. #159.]

SF NET. (415)824-8747. Internet PPP connection available, 50 lines of chat, files and fun. [Exp. #158.]

The Entrepreneur's Corner. (415)876-0439. 8-N-1, 24 hrs., 28,800. Network with other entrepreneurs. Internet coming soon, 17,000 files, free/pay. [Exp. #158.]

The Game Player's Lair BBS. (415)548-0515. 8-N-1, 24 hrs., 7 days a week, 14,400. Game connection, online games, Worldchat, file libraries. Free with limited access, pay for full access. [Exp. #157.]

Ultimate Force. (415) 441-1120. 8-N-1, 24 hrs., 300–19,200. Online games, message bases, files, network/ comlink, 1.2GB. Free access. [Exp. #158.]

VidGame BBS. (415)742-6486, 369-7356. 28,800. Internet email, 2 BRE games, 9 nodes, 26k adult files, 15.6 GB, 1000's of utilities, FIDO. Win/ DOS/os2/Win 95 files. Sysop: George Hassmer. [Exp. #158.]

White Knight BBS. (415)856-7903. 8-N-1, Professional services, contests with cash giveaways. Biggest BBS listing ever. Free/fee. Sysop: Jeff Long. [Exp. #159.]

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Dr Jack's Thing. (510) 689-4022. 8-N-1, 24 hrs., 28,800. Adult. Quality Asian erotica. [Exp. #157.]

Gold Diggers BBS. (510)568-7807,,,25,25. 24 hrs., 2400–28,800. RIP SLBBS, files, CD-ROM, online games, messages, all CPUs welcome. $10/year. Sysop: Harry Goldberg. [Exp. #158.]

Greater Light Online. (510)724-9296. 8-N-1, 24 hrs., up to 28,800. Christian, family-oriented. Many message bases, multiline chat, games, 12,000+ files. Free! Sysop: Michael Bryant. [Exp. #157.]

InfoPlus BBS. (510)440-1125. 2400–28,800. Fremont, Sunnyvale, Milpitas. World Wide Web, Internet email, newsgroups. [Exp. #157.]

MaDDog Sports BBS. (510)895-8089, 483-0203. 24 hrs., 2400–28,800. Running twenty CD-ROMs, online games, FidoNet, Internet email, Sports Direct from Planet Connect, more. Troy Earp. [Exp. #157.]

Moose's Den BBS. (510) 656-3720. 8-N-1, 24 hrs., 1200–33,600. FIDOnet, door games, CD-ROM of online shareware. Free Wildcat V. 5.0 graphical interface software. Free. Sysop: Rick Johnson. [Exp. #157.]

Right On-Line BBS. (510)538-0592. 24 hrs., 14,400. TBBS. We are new. Games-chat. Ten lines. Local #'s for North Bay, East Bay, and San Francisco. Free trial. Adults only please. Sysop: Joe Dagna. [Exp. #157.]

The Frag Zone BBS. (510)737-0837 8-N-1, 24 hrs., 33,600. Doom, Quake, Duke Nukem, Apogee and id files. Free. Sysop: Arch-Vile. [Exp. #159.]

The Rat's Lair. (510)644-3280. 8-N-1, 24 hrs., 2400–14,400. OS/2, Windows 95/NT, Disneyana, science fiction, much more. Friendly, free. Call! [Exp. #158.]

VA Listings. (510)637-1261. 24 hrs., 300–14,400. Multiline. VA-owned homes for sale. Sysop: David Piersall. [Exp. #158.]

VidGam2 BBS. (510)864-1416. 28,800. Adult, DOS/Win/Win95/OS 2, free Internet newsgroups, email, FTP-mail, Fido, BRE Game, nine nodes. Sysop: Marcelo Hassmer. [Exp. #159.]

VisionBytes! (510)355-0968. 28,800. Health care topics, kids areas. ASP, Apogee, Epic, 14 CDs, Internet email. Free!! [Exp. #158.]

VuLGaR DiSPLaY oF PoWeR. (510)443-9064. 8-N-1, 24 hrs., 38,400. Free D/L'ing, Free Access, Instant Access. PhishNet, many door games. [Exp. #157.]

Windows OnLine. (510) 736-8343, Telnet: WOLLY.WOLNET.COM . URL: *http://www.wolnet.com* . 8-N-1, 24 hrs., 28,800. Largest Windows BBS. Free limited trial. [Exp. #157.]

707

HSC Electronics. (707) 792-1042. 8-N-1, 24 hrs., 9600–28,800. Supporting HAM operators, many files, donations taken but not required. [Exp. #157.]

Midnight Madness BBS. (707)437-3219. 8-N-1, 24 hrs., 2400–28,800. Wildcat 5 BBS. Subscribe online for instant access and get those files. Free or fee. Sysop: Michael Bachman. [Exp. #157.]

StarBase 515. (707)585-1623, 769-1624. 8-N-1, 24 hrs., up to 33,600. International FidoNet mail, tons of files, and doorgames. Donations taken but not required. [Exp. #157.]

The Buzzard's Roost. (707)769-8797. 8-N-1, 24 hrs., 2400–28,800. Vintage aircraft GIF files, twenty-four door games, donations taken but not requred. [Exp. #157.]

The Duck Pond BBS. (707) 585-6251 8-N-1, 24 hrs., 2400–28,800. Door games, lots of files, two CD-ROMs. Donations taken but not required. [Exp. #157.]

The Mos Eisley BBS. (707)588-8484. 8-N-1, 24 hrs., 2400–28,800. National mail, files, twenty-four door games. [Exp. #157.]

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USER GROUPS

AMIGA

AGA Flyers. Meetings: 7th of each month, 7:00 pm, 236 Waller St., San Francisco. We are Video Flyer, Lightwave, Imagine, ShapeShifter, and Amiga geeks! Contact: Corky Engel, (415)431-9111. [Exp.#161.]

AWEST–Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415) 474-1164. [Exp.#160.]

TOGA–The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel1@cup.portal.com* ; or Warren Burnham, (408) 252-3406. [Exp.#161.]

ATARI

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp.#157.]

CAD

BMUG Mac CAD SIG. Meetings: last Tues., 6:00 pm, San Francisco Apple Office, One Bush St., 10th Fl. (at Market St.). Presentations, demonstrations. Free. Call: Steve Lukrofka, (415)931-8866 or *LUK@aol.com* . [Exp.#160.]

Marin AutoCAD Users Group (MAUG). Meetings: 1st Thurs., 6:30 pm, Autodesk, 111 McInnis Pkwy., Demo Rm., San Rafael (next to Embassy Suites). Call: Priscilla Mills, (415)491-9111. [Exp.#160.]

COMMODORE

C-HUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)531-3734 or 793-7868. [Exp.#161.]

CWEST–Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)626-9946. BBS (415) 441-1120. [Exp.#160.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Contra Costa Water District Anteroom, 1331 Concord Ave., Concord. Call: (510)689-3224. [Exp.#157.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:00 pm, Newark Public Library, 6300 Civic Terrace Ave., Newark. For the Commodore 64/128 computer. Call: (510)793-7868 or 793-2514. [Exp.#158.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp.#162.]

Berkeley OS/2 Users' Group Meetings: 2nd Tues., 7:00 pm, 243 Dwinelle, Berkeley. Contact: Matt (510)644-2618 [Exp.#160.]

Berkeley PC Users Group—BPCUG. Meetings: 2nd and 4th Tues., Winner's Circle Systems, 2618 Telegraph Ave., Berkeley. Public domain library, newsletter, and separate Beginners Special Interest Group meeting. Contact: Mel Mann, (510) 526-4033. [Exp.#160.]

Business Operations SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Mike Schmit, (408)244-6826 or *mschmit@ix.netcom.com* . [Exp.#158.]

Diablo Valley User Group—DVPC. Meetings: 1st Thurs., 7:30 pm, Bank of America, Bldg. B, 2001 Clayton Rd. at Galindo, Walnut Creek. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: (510)556-1449. [Exp.#162.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp.#163.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556. [Exp.#157.]

Microsoft Access/VB Mid-Peninsula User Group. Meetings: 2nd Fri., Microsoft, 950 Tower Ln., Foster City. Contact: Jay Stewart, (415)567-7979. *jay@menders.com* . [Exp.#160.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, network of BBSes, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp.#160.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, Rec Room, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415) 593-9981, BBS (415)571-9259, or *larryw3553@aol.com* . [Exp.#162.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415)788-5338 or *425-1545@mcimail.com* . [Exp.#162.]

San Francisco Computer Society. Meetings: 4th Mon., 7:00 pm, 1280 Laguna St., San Francisco. CP/M and DOS, novices welcome. Call: Bob Forsberg, (415)885-6202 or *rforsberg@aol.com* . [Exp.#162.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./ McAllister. Presentations, Q&A sessions. Call: Jerry Stern, (415)572-1100 or 777-1332 for recorded events message. URL: *http://www.sfpcug.org/~group* . [Exp.#160.]

South Bay WordPerfect User Group. Meetings: 3rd or 4th Tues., 7:00 pm, Saratoga Community Library, 13650 Saratoga Ave. (at Fruitvale), Saratoga. WordPerfect 6.1 for Windows product and education presentations. Free. Call: Scott Maiden, (408)253-4591. [Exp.#159.]

Stanford Palo Alto Users Group For PC. Meetings: one Wednesday a month, 7:30 pm, Conference Center at EPRI, 3412 Hillview, Palo Alto. All welcome. Call: Bev Altman, (415)329-8252 or URL: *http://www.MediaCity.com/~spaug* . [Exp.#160.]

INTERNATIONAL

International Software SIG Of The Software Forum. Meetings: 3rd Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. A-2, Palo Alto. $10. Call: Charlie Pfefferkorn, (408)923-7570 or *charliep@crystal-media.com* . [Exp.#158.]

INTERNET

BCOOL (Bay Area Computer Org. On-Line). Meetings: 2nd Fri., location varies. Free online classes, tech support, discussions, Web surfing, novices welcome, more. Contact: Lloyd, (415)459-8916, BBS (415)459-6094. [Exp.#162.]

BMUG GUI Internet SIG. Meetings: 2nd and 4th Wed., 7:00 pm, BMUG office, 2055 Center St., Berkeley. Accessing the Internet through World Wide Web using the Macintosh. Email: *dan_meriwether* or *susan_adrian@bmug.org* . [Exp.#160.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, Sun Microsystems, 2750 Coast, Bldg. 6, Mountain View. $10. Call: Walt Schilling, (415)390-9477 or *walters@svpal.org* . [Exp.#158.]

LEGAL

Bay Area CompuLaw Users Group. Meetings: every two months, Downtown San Francisco. Support/networking group of users of CompuLaw software. Free. Contact: Edward Zeidan, (510)283-5666 or *ezeidan@isconsult.com* . [Exp.#162.]

BMUG Law SIG/Law SIG South. Meetings: 2nd Wed., 6:00 pm, Nossaman, Guthner, Knox & Elliot, 50 California St., 34th Fl., San Francisco. Call: Randy, (916)661-2280 or *rbs@aol.com* ; or Ted, (415) 383-4783 or *tllindberg@aol.com* . [Exp.#160.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed., odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp.#158.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp.#158.]

BasicMac. Meetings: Tuesdays, 7:00 pm, BMUG SIG for beginning users. Contact: *doug_bourquin@bmug.org* . [Exp.#160.]

BMUG—Berkeley Macintosh User Group. Meetings: every Thurs., 6:30 pm, 2040 VLSB, UC Berkeley. Also free basic Mac classes every Tuesday, 7:00 pm at 2055 Center St., Berkeley. Call: (510)549-BMUG. [Exp.#158.]

BMUG Japanese SIG. Meetings: 2nd Tues., 7:00 pm, 708 Addison, Berkeley. Contact: Winnie, (510)843-5626. [Exp.#160.]

BMUG LesBiGay SIG. BMUG office, 2055 Center St., Berkeley. Lesbian, bisexual, and gay Mac users and their friends. Call: Dale, (510)632-7020. [Exp.#160.]

BMUG Mac Women's SIG. Meetings: 2nd Sunday, 6:00 pm, Mac and more for and by women. Contact: Flora, (510)644-4587. [Exp.#160.]

BMUG Scripting SIG. Meetings: alternate Wed., 6:00 pm, BMUG office, 2055 Center St., Berkeley. Apple Event scripting. Contact: *derrick_schneider@bmug.org* . [Exp.#160.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:30, members free, nonmembers $5. Call: Richard, (415)485-5596. [Exp.#161.]

OpenDoc/Macintosh SIG Of The Software Forum. Meetings: 3rd Tues., 7:00 pm, Apple Computers, DeAnza 3, Beatles Room, Mariani Ave, Cupertino. $10. Call: Tony Meadow, (510)834-5300 or *tmeadow@bearriver.com* . [Exp.#158.]

continued on page 250

HSC Electronic Supply

Serving Silicon Valley since 1964!

...brings you a potpourri of high-tech goodies for the techno-tinkerer!
For thirty years we have been your source for Silicon Valley exotica!

Wide-SCSI Hard Drive

- Seagate ST5660NC 545MB Wide-SCSI Hard disk drive
- Features new 68-pin connector "Wide-SCSI" standard
- 3.5" form factor, only .75" high!
- New in factory-sealed antistatic envelope
- Limited quantity available, hurry before they're gone!
- Commonly used in workstations, UNIX boxes, etc.

HSC#16165 **$169.00**

486 Motherboard Deal!

- Brand-new 486 DX-33 Motherboard (no CPU chip)
- ISA bus uses most commonly available plug-in cards
- Five sixteen-bit ISA sockets, two eight-bit sockets
- Eight 30-pin SIMM memory sockets
- Includes 256K cache, AMI BIOS (installed)
- OEM white box with manual
- Baby AT size -- Ninety day warranty

HSC#16152 **$27.50**

VGA-to-Video Converter!

- Send your computer's vidoe output to a TV or VCR!
- Use your laptop and a television monitor for presentations
- Geni VGA to TV converter is small (4.5" x 2" x 2")
- Can be used at the same time as your monitor
- Output is NTSC Composite video, from 640 x 480 VGA
- New in case with AC adaptor, manual

HSC#16151 **$29.95.**

Peltier Cooler at a Price!

- Made for cooling ceramic Pentium Processors (not metal)
- Heatsink is 2" x 2.875", .5" thick
- Mounted 12VDC fan
- Peltier device is 1.125" square, has copper plate for thermal mounting on CPU
- Unit is new, and much cheaper than the separate parts!
- Perfect for Peltier experiments!

HSC# 15108 **$24.95**

DTC Disk Controllers!

- If you know computers, you know of Data Technology Corporation's reputation for robust device controllers!
- Unused in OEM packaging with Software & Info Sheet
- Many bus formats & drive types supported
- All have our 90-day warranty -- **Now, Lower Prices!**

DTC-2130S **HSC# 15837** **$9.95**
☞ PCI Bus controller for two E-IDE drives (no FD)

DTC-2130D **HSC# 15838** **$14.95**
☞ PCI Bus controller for four E-IDE drives (no FD)

DTC-2278VL **HSC# 16067** **$7.95**
☞ ISA Bus IDE Controller (no floppy drives)

DTC-3270VL **HSC# 16068** **$27.50**
☞ VESA-Local Bus HD/FD SCSI-2 Controller
☞ Will control up to seven 8GB drives, can co-reside

DTC-2277A **HSC# 16066** **$27.50**
☞ Caching VLB E-IDE controller with floppy controller

DTC-3150V **HSC# 80376** **$19.95**
☞ 8-bit Non-bootable SCSI (perfect for Reno!)

Full-screen MPEG Video!

- REALmagic Maxima MPEG playback controller by Sigma Designs enhances your multimedia capability!
- Get full-screen, full motion video with CD-quality sound!
- Up to 1280 x 1024 resolution, 30 frames/sec.
- 16-bit ISA Bus card connects to your VGA card and to your sound card with included cables
- Demo CD's (Silent Steel, Flash Traffic interactive thrillers), book and software included
- REALmagic Interactive and OM-1 compatible
- New in retail box, 5-year manufacturer's warranty!

REALmagic MAXIMA

HSC# 16062 **$149.00**

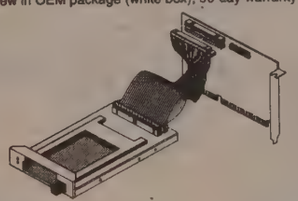
Hand-Scanner Special!

- Logitech ScanMan 256-Bit Grayscale hand-scanner
- 100 - 400 dpi resolution, hardware (switch) selectable
- Factory Refurbished, 90-day warranty
- Includes Fototouch image acquiring & editing software, Omnipage OCR software
- Latest Windows 95 drivers included
- Comes with manuals, power supply, 16-bit interface card

HSC#15988 **$34.95**

PCMCIA Card Reader

- IBM Compatible Reader/Writer for PCMCIA Cards
- SwapBox by SCM Microsystems with 16-bit ISA Bus card
- Convenient front access for slots (not in rear of system)
- Fits in 3.5" drive bay, or use included 5.25" bracket
- Dual slot, Type I, II or III, hot swappable
- Perfect for transferring data or hardware from laptops, notebooks or Kodak Cameras to desktop PC's
- Includes driver disk, manuals, cable, internal card, bracket
- New in OEM package (white box), 90-day warranty



HSC#15954 **$79.95**

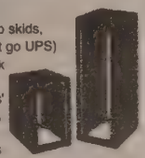
PCMCIA SCSI Card

- Mediavision PCMCIA SCSI II Card for Laptops
- Use with CD/ROM Drives, WORM Drives, Hard Drives, Scanners, any SCSI I or II device
- Bundled with Corel SCSI (ver. 2.04) software
- Cable, installation software, manual included
- Would make excellent laptop connection to *Reno*, above
- New in box with software, 90-day warranty

HSC# 15893 **$79.00**

House that Equipment!

- Beautiful, black, brand-new 19" rack cabinets!
- Two sizes to choose from:
  - ☞ Short Cabinet is 29.5" tall, with room for 21" of vertical instrument height
  - ☞ Taller Cabinet is 50.5" tall, with room for 42" of vertical instrument height, and has louvered vents on the top panel
- Both sizes are 23.25" wide, and 30" front-to-back
- Both include front and back threaded rails, as well as an interior set for support of heavy equipment
- Made by AMCO Engineering
- Units are new in box, strapped to skids, ready for truck shipment (cannot go UPS)
- Cabinets are textured matte-black finish, would be perfect for high-end audio components, musicians' sound reinforcement equipment, rack mount computers, etc.
- Also available: Slide-out rail sets for convenient access to equipment (HSC# 16116, $9.95)



HSC# 80398 Short 19" rack cabinet **$149.00**

HSC# 80399 Tall 19" rack cabinet **$289.00**

Orchid MPEG + Video!

- Orchid Technology Kelvin MPEG Video Card
- 64-bit graphics with MPEG Video on one card!
- Full screen 30 Frames/sec MPEG video plus audio
- Available in 1MB or 2MB versions.
  - ☞ 1MB version will display up to 800 x 600, 64K colors, or 1024 x 768, 256 colors
  - ☞ 2MB version will display up to 800 x 600, 16.7M colors, or 1024 x 768, 64K colors

ORCHID

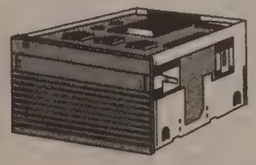
- Manual, audio cable & driver software included
- Note, the MPEG portion is not Win95 compatible, but the video portion is. Everything works fine with Windows 3.1
- Manufacturer close-out of dealer returns, old shelf-stock, etc. so some packages may be opened, shelf-worn, etc.
- Ninety day HSC warranty

HSC# 16124 **1MB MPEG Card** **$69.00**

HSC# 16125 **2MB MPEG Card** **$89.00**

Erasable Optical Drive

- Maxoptix (by Maxtor) Tahiti I Removable Media Drive
- 35nS avg. access time, 680kB/S transfer rate
- SCSI Interface, 5.25" Full Height Form Factor
- Used, tested good, 90-day warranty
- Uses 650MB or 1GB cartridges
- Use of high quality, fan cooled dust-filtered enclosure highly recommended
- Able to run files from drive, unlike tape backup units



HSC# 15995 **Tahiti I Optical Drive** **$199.00**

HSC#15996 **New 650MB cartridge** **$49.95**

3-D SCSI-2 Sound Card

- Mediavision **Premium 3-D** high-quality sound card
- 16-bit audio, 44.1KHz digitized stereo sound
- MPU 401 MIDI, Soundblaster compat., SRS 3-D circuitry
- Internal SCSI-2 CD-ROM port, microphone jack (mike not included), line-in, speaker jack, joystick port
- Includes driver disks, photocopied book
- OEM package (no box), 90-day warranty
- We had these and ran out...New Stock at Lower Price!

HSC#16164 **$39.95**

Tricky Tuned Mag-Switches!

- Ordinary magnetic switches used on doors and windows in security systems can be defeated by secretly placing another magnet next to the switch on the frame, where it doesn't move
- These government-spec. magnetic switches are carefully biased so that they only respond to their matched magnet.
- Box is 4.75" x 2.5" x 1.75", magnet is 4.75" x .5" x 1.75"
- Rugged die-cast box is gasketed, and has tamper switch
- New in box, buy six and save! Retail is over $25 each!

HSC#16065 **$9.95** ea., or **6/$50.00**

FaxBoy for paperless FAX!

- High performance fax machine, saves space and paper!
- D2 FAX by Seponix with FaxBoy software uses 3.5" floppy disks rather than paper for input/output
- May be used as back-up to existing fax machine, or as a stand-alone fax machine
- Units are new in box with software, power supply, manuals
- Measures only 5" x 8" x 3.5"
- View and compose faxes on your DOS computer, use top keypad to program unit and send faxes
- 90-day Warranty

HSC# 80400 **$59.95**

Small-scale Video!

- Matsushita M-A101BUS CCD Color CCD-Camera
- Composite video out, separate audio output jack, Operates on 12VDC (AC Adaptor incl.)
- Servo-controlled mechanical iris for auto exposure, surprisingly good picture!
- Made by Matsushita for IBM Videoconferencing System
- Unit measures under 5" long - 90-day warranty, new in box!

HSC# 80375 **$189.95**

New Price for SCSI Sound!

- Mediavision **ProAudio Spectrum 16** sound card
- 16-bit audio, 44.1KHz stereo sound
- MPU 401 MIDI emulation, Soundblaster compatible
- Internal SCSI CD-ROM port, microphone jack (mike not included), line-in, speaker jack, joystick port
- Includes driver disk, information sheet (no book)
- OEM package (no box), 90-day warranty

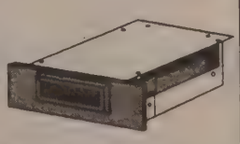
HSC#15797 **$29.95**

Tape Backup Bargain!

- Irwin AccuTrak 31250A 250MB tape drives
- Brand new in box with 90-day warranty
- EZ-Tape software for DOS/Windows 3.XX is included
- Hooks to floppy controller with included insertion cable
- Comes with brackets and 5.25" faceplate for mounting in regular half-height drive bay, but can be mounted in 3.5" bay with optional faceplates below
- Made for IBM so you know it's rugged!
- Includes new 250MB preformatted tape

HSC#15805 **$39.95**

Dealer Inquiries Invited!



-- Irwin Tape Backup Accessoriess --

- 3.5" Faceplate, Light Gray **HSC# 15807** **$2.95**
- 3.5" Faceplate, Dark Gray **HSC# 15808** **$2.95**

Visit HSC's Website!

- HSC has a new presence on the Internet World Wide Web!
- Simply point your browser to http://www.halted.com
- Site is constantly being revised, please visit often!
- Specials and one-of-a-kind items not in our ads!

You can still subscribe to our e-mail "Mailing list", just send a posting to *HSC-server@hsc.cue.com* with the single line message: **SUBSCRIBE HSCmail <full name>** You will get future unsolicited mailings. You can "Unsubscribe" at any time in the same manner.

http://www.halted.com

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4837 Amber Ln., Sacramento, CA 95841 (916) 338-2545 *FAX your orders to:*
6819 Redwood Dr., Cotati, CA 94931 (707) 792-2277 *(408) 732-6428*

Terms: Some quantities limited; all items subject to prior sale. **Minimum order: $10.00 plus shipping.** Orders under $20.00 subject to $2.00 handling fee, in addition to shipping. All orders shipped FOB Santa Clara, CA (this means you pay freight!) by UPS Surface (no P.O. Boxes) unless otherwise specified, in which case prevailing carrier rate plus $5.00 handling fee applies. Prepaid orders that don't include shipping charges will be shipped freight COD. There is a $4.75 UPS charge added to shipping charges for COD shipments. If you have questions about your order, please call Customer Service at (408) 732-1854 M-F 9AM to 5PM PST.

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FastLink Network Products

Network Products for Less!

VISA · MasterCard · AMERICAN EXPRESS Cards Welcome

10 Base-T Twisted Pair Ethernet

3COM 3C509TP ISA Single/ 5-Pk/20-Pk	115/422/1,529
3C509B-TP0 Single/5/20/60-Pk	110/399/1,445/3,999
3C509B COMBO/5/20/60-Pk	125/485/1,799/5,130
3C529B TP/ MCA/5-Pack	244/1,026/5,661
3C592-TP0 EISA/5-Pack	210/832
3C592 EISA Combo/5-Pack	230/916
INTEL EE Pro/10+ w/o Flash TP/5-Pk	100/390
EE Pro/10+ w/o Flash 20-Pk/80-Pk	1,434/4,713
EE Pro/10+ TP&BNC w/o Flash Single/5-Pk	102/454
EE Pro/10+ TP&BNC w/o Flash 20-Pk	1,662
EE Pro/10+ TP w/Flash Single/5-Pk	104/434
EE Pro/10+ TP w/Flash 20/80-Pk	1,560/5,595
EE Pro/10+ TP&BNC w/Flash Single/5/20	110/492/1,787
SMC EtherEZ 10BT Single/5Pk	104/412
EtherEZ 20-Pk/50-Pk	1,441/3,086
EtherEZ Combo/5Pk/20Pk/50Pk	118/521/1,801/4,011
Elite 10T/A 10 BaseT MCA	198
3COM 3C900 PCI Single/5/20-Pk	118/560/2,026
3C590TP0 PCI Single/5-Pk	125/519
3C590TP0 PCI 20/60 Pk	1,835/4,999
INTEL EE Pro/10+ PCI/5/20/80Pk	128/574/2,012/7,276
EE Pro/10+ BNC/TP PCI Single/5-Pk	154/724
EE Pro/10+ BNC/TP PCI 20-Pk/80-Pk	2,653/9,477
MICRODYNE NE5500 PCI Combo/5-Pk	130/600
SMC EtherPower PCI 10BT/5-Pk/20-Pk	120/480/1,727
EtherPower PCI Combo/5-Pk	155/750
EtherPower2 Dual Port PCI 10BaseT	263

Fast Ethernet 10/100 MegaBit Cards

3COM 3C515 Etherlink 10/100 ISA Single/5-pk	164/779
3C515 Etherlink 10/100 ISA 20-pk	2,876
3C905TX Etherlink XL 10/100 PCI Single/5-Pk	139/654
3C905TX Etherlink XL 10/100 PCI 20pk/60pk	2,402/7,012
3C597 10/100BaseT EISA/5-Pk	265/1,262
ASANTE AsanteFAST 10/100 PC & MAC PCI	217
AsanteFAST 10/100 PC & MAC PCI 5/20Pk	1,038/3,677
FARALLON PN990 NUBUS/PN994 PCI	335/205
INTEL EExpress Pro 10/100 PCI/5-pk	133/623
EExpress Pro 10/100 PCI 20Pk *(See Promo)*	2,460
EExpress Pro 10/100 EISA	260
SMC 10/100BT PCI Single/5Pk/20Pk	145/677/2,462

Fast Ethernet Hubs

3COM 3C250-TX/I 12 100 BASE TX Stackable Hub	1,715
ASANTE AsanteFast 12-pt 100 BaseT Hub	1,200
CANARY 12-pt 100BASE TX Hub	1,499
COMPAQ Netelligent 1000 100BaseT 8-port Hub	970
Micro 10/100 24 port 10/100 Auto Sensing Hub	3,535
FastStack 100BTX 12-pt Unmanaged/Man	2,434/3,239
FastStack Smart Uplink module	592
DLINK Profast II 100BTX 8-pt	675
Profast 12-pt 100BASE TX Stackable Hub	1,219
INTEL Express Stackable Hub 12-pt 100TX	1,635
Express Stackable Wkgp Bundle(1 Hub, 10 Cards)	2,385
SMC Tigerhub 100 8-pt 100BTX Hub/16-pt	1,231/2,368

Token Ring

3COM 3C619C TokenLink III 16/4/10-Pk	230/2,294
Tokenlink III EISA 16/4	576
Tokenlink Velocity PCI TR Single/10-pk	360/3,082
IBM Auto TR 16/4 Type 3 Single/5-pk	256/1,235
INTEL Token Express Pro 16/4 ISA	277
PROTEON P1394+ Token Ring 16/4/10-Pk	232/2,280
SMC Token Ring Elite 16/4 Single/12-pack	264/2,900

PC Card/Parallel Port Adapters

3COM 3C589C PC Card 10BT/COMBO	149/190
3C689 PC Card TR/5-Pk	410/1,935
3C562 PC Card Enet 28.8 Modem/Fax/5-Pk	475/2,232
IBM PC Card Coax/TP Adapter	242/261
PC Card Token Ring 16/4 Adapter	480
SMC ElitePort EtherNote Combo	235
XIRCOM Pocket Adapter III 10BaseT	259
Pocket ENET III COMBO(BNC & 10BaseT)	325
PC Card IIPS 10BaseT/Combo/TR	136/175/450
PC Card Enet 28.8 Modem & Fax 10BT/Combo	478/542
Credit Card 10/100BT-Ready	228

Ethernet Hubs/Concentrators

3COM Linkbuilder TP/12 NO AUI/BNC	350
ASANTE 8-Port w/AUI&BNC/12-Ports	133/249
24-Port w/AUI	399
BAY NETWORKS 800 8-pt /2800A 16-pt	195/572
HP AdvanceStack 8-port/16-port	279/542
3COM SuperStack II PortSwitch Hub 12 pt/24-pt	995/1,457
SuperStack II Hub 10 12-pt/24-pt/48-pt	533/859/2,196
SuperStack II 10 Mgmt Module/Redundant PS	466/1,032
Office Connect 8-pt Hub TPO/TPC/TPM	153/198/497
Office Connect Print Server (2P)	377
Office Connect Fax Server(1L)	1,277
BAY NETWORKS CG1001E01 BayStack 12-pt	595
CG1001E02 BayStack 24-pt	1,002

ADDITIONAL SAVINGS ON THESE POPULAR ITEMS

intel

Purchase Intel's Fast Enet Workgroup Bundle which includes 1 Express Stackable 12-pt Hub and 2 EtherExpress Pro/100 PCI 5-packs for an unbelievable price of $2,385!

Purchase an Intel EtherExpress Pro/100 B PCI 10/100 Fast Enet 20-pack and get a 5-pack FREE or purchase an Intel EtherExpress Pro/100 B PCI 10 /100 Fast Enet 5-pack and get one card FREE!

Intel EE Pro/100 PCI 20-pack	$2,690
Intel EE Pro/100 PCI 5-pack	$623

HEWLETT PACKARD

Cheyenne/HP tape backup bundle includes 1 HP Ext. C1533 DDS2 8 GB DAT tape drive, 1 PCI SCSI adapter, ARCserve 6, a cleaning cartridge, and 10 tapes.

Bundle w/Arcserve 6 Workgroup	$1,756
Bundle w/Arcserve 6 Enterprise	$2,512

3Com

Purchase a SuperStack II Switch and get a 3C905-TX 10/100 PCI adapter FREE! Offer ends 11/30/96.

SuperStack II Switch 12-pt	$2,300
SuperStack II Switch 24-pt	$2,955

HEWLETT PACKARD AdvanceStack 12-pt	548
AdvanceStack 24-port/48-port	783/1,791
AdvanceStack SNMP module	462
AdvanceStack w/SNMP 12-pt/24-pt/48-pt	861/1,068/2,052
COMPAQ 8-Port Snappable	650
16-Port Snappable Hub/48-pt Snappable Hub	930/2,603
16-Port SnapView Bundle (1 Hub/HubView Sw)	1,296

Ethernet Switches

3COM SuperStack II Switch 1000 12 10BT,1 100BTX	2,300
SuperStack II Switch 1000 24 10BT, 1 100BTX	2,955
SuperStack II Switch 3000 8-pt 100BTX	5,518
SuperStack II Switch 3000 5-pt 100BFX	7,245
ASANTE ReadySwitch 4 RJ45, 1 Fast Ethernet	2,085
BAY NETWORKS 28115R 16-Pt 10/100 Switch	8,154
BayStack 301 22 10BT, 2 100BT	3,283
CISCO EtherSwitch 1200 25 10BT, 2 100BT	3,645
DIGI RightSwitch PCI 6 Port/EISA 4 Port	1,673/1,074
EAGLE 4 Switched 10BaseT by 4 Shared100BaseT	2,691
4 Switched 10BaseT by 1 100BaseT	2,150
INTEL Express Switching Hub 100BT 5-pt	3,515
NPI Nuswitch FE101 1-100TX, 1-10BT Switch	530
FE-210 2-100TX, 10-10BT	3,105
FE-105 1-100TX, 5-10BT	1,232
FE-506 5-100TX, 6-10BT	3,756
FE-512 5-100TX, 12-10BT	4,618
FE-224C 2-100TX, 24-10BT	2,310
FE-600 6-100TX, Full Duplex	3,003
SMC EZ Switch 6-pt 2-100BT, 4-10BT	1,626
TigerSwitch XFE, 16-10BT, 1-100BT	2,716

Network Management

3COM Transcend Workgroup Mgr for Windows	496
Transcend Enterprise Mgr for Windows	2,462
INTEL LanDesk Mgmt Suite 5/10/100 users	522/696/4,240
LanDesk Server Manager Pro	1,232
LanDesk SNMP Gateway/Response	552/692
NOVELL Lanalyzer for Windows	1,174
NetWare LANalyzer Agent v1.0 Single/Multi	1,198/1,983

Long Distance Repeaters

ASANTE 6-port BNC Repeater	328
TUT Systems XL1501 (1BNC/1RJ11) 1500'	991
XL1502 /XL1503	1,416/1,057
XL1504/XL600 (1 Pair)	2,752/499

Tape Backup Solutions

CHEYENNE ARCserve 5.01g NLM 5/10 Users	261/511
ARCserve NLM 25/50/100	882/1,082/1,219
ARCserve v6.0 WRKGRP-Up to 25/Over 25	400/1,156
Changer Option for ARCserve/Push Agent	423/268
Windows NT Agent for ARCserve	330
NetWare Server Suite	632
Open File Manager	CALL
CONNER MS8000 8GB w/BE Netware Int/Ext	707/844
SEAGATE Backup Exec 1 Server 25 Users	354
Backup Exec Single Server/NetWare Ent NLM	497/1,007
Backup Exec Autoloader Option	432
Backup Director NLM 1 SVR (25 Users)	440
Backup Director NLM 1 SVR/Multi-Server	727/1,164
Storage Manager Single Server 25 Users	733
Storage Manager Single Server/Multi-Server	1,435/2,538
STAC Replica for NetWare/Multi-Server Option	713/434
EXABYTE 8205XL 8mm 3.5-7GB Drive Int/Ext	1,419/1,692
EXB-8700 8mm 7-14GB w/Arcada Backup for DOS and choice of NLM or NT software	1,585
HP C1536 DDS 4mm 4-8GB DAT Int/Ext	719/869
C1533 DDS2 4mm 8-16GB DAT Int/Ext	922/1,072
C1553 24-48GB Autoloader Int/Ext	2,316/2,616
SONY SDT-5000 4-8GB DDS-2 SCSI Int/Ext	972/1,167

DSU/CSU

MOTOROLA DDS/MR64 V.35 or RS232	463
Switched 56 II v.35	636
FT100S V.35 or RS232	985

Remote Access

ARTISOFT InSync Modemshare 1/2 Ports	129/187
insync Modem Share 4/8 Ports	348/592
DIGI LANAserver 2E 2 Async/4E Async	1,290/1,907
LANAserver 6E 4 PCMCIA slots; 2 Async	2,152
LANAserver 8E 8 Async	2,588
LANAserver 10E 8 PCMCIA slots; 2 Async	2,896
EMULEX Connect Plus 2 ports/8 Ports	746/2,417
NOVELL NetWare Connect 2/8/32 pts	340/1,362/4,105
NetWare Connect 2-port w/Modem and Serial I/O	905
NetWare Connect 8-port w/Modem and Serial I/O	3,341
HEWLETT PACKARD AdvanceStack Dial-A-LAN Modules	
2A/Plus Module and SNMP Bundle J2633A	2,228
4A Module and SNMP Bundle J2634A	1,754
SHIVA Netmodem/E 28.8	889
Lanrover/E Plus w/2 Async ports/4 Async	1,784/4,329
Lanrover/E Plus w/2 v.34 modems/4 v.34	2,435/5,715
Lanrover/E Async 8 Async/8 v.34 modems	3,652/7,729
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
Acceleport 8EM ISA w/ RISC CPU, DB25	726
XIRCOM NetAccess 4-pt/8-pt	1,671/2,836

ISDN Connectivity

3COM Impact IQ 3C882	368
ASCEND Pipeline 25-PX Single IP/IP & COMP	622/926
Pipeline 25-FX Bridging/COMP	532/838
Pipeline 25-FX IP or IPX/COMP	786/1,103
Pipeline 50 w/NT1, COMP, IPX,IP Single/Multi	860/1,002
Pipeline 75 Multi w/NT1, COMP, IPX, IP, 2 Analog	1,134
Pipeline 130 w/FT1,T1,ISDN	1,456
Pipeline 130 ISDN & L56/SW & L56	1,378/1,411
Max 200 Plus w/4 BRI Cards	3,130
Max 1800 8BRI-16 users w/NT1	5,382
DIGI DataFire U Client ISDN (PPP)	398
DataFire Server S1 Server-Based ISDN	536
PC-IMAC ISDN	533
PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
MOTOROLA BitSurfr PRO ISDN TA w/NT1 w/2 analog	399
NT1D Network Terminator	186
SHIVA Lanrover/E Plus 2-BRI Enet	2,539
Lanrover/E Plus 4-BRI Enet	6,217
US ROBOTICS Sportster ISDN adapter	399
Courier-I Modem w/V.34 w/Analog Int/Ext	487/542
Courier-I Modem w/ISDN/V.34 w/o Analog Int/Ext	432/542

Network Printing Solutions

CASTELLE Jetpress XIO BNC/10Base-T	381
Jetpress MIO for HP4/MIO PLUS	349/451
LANPress 10BT(1 Parallel)/Combo (1P/1S)	313/362
LANPress THICK/10BT (2 PAR/2SER)	425
HEWLETT PACKARD JetDirect 10BT MIO	298
JetDirect Combo MIO BNC/10BT	400
JetDirect Ethernet EX Plus (Multiprotocol)	303
JetDirect EX Plus3 (3 LPT/Multiprotocol)	415
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/TR	415/565
Netport Pro Int(MIO)/3 PACK	281/753
Netport Pro Ext 2P/1S/3 PACK	400/1,090

Network Fax Solutions

CASTELLE FaxPress 1000, 10BT/BNC	1,576
FaxPress 2000 1-line/FaxPress 2000 2-line	2,367/2,709
Faxpress 3000 2-line/FaxPress 3000 4-line	2,986/3,580
CHEYENNE FaxServe 3 NLM 5/10/25	393/717/1,177
FaxServe 3 NLM 50/100	1,816/2,533
FaxServe 3 NLM 250/500/1000	3,801/4,982/6,229
SYMANTEC Net Satisfaxtion 25/1000 users	742/990
Winfax Pro for Networks 5/10/25/50	384/ 640/1,478/2,754
Starter Kit (1 Server, 2 nodes)	258

Network CD-ROM

MERIDIAN CDNET PLUS DOS/NLM (10 Users Start)	677
CDNET Plus DOS/NLM (100 Starter Kit)	1,482
CDNET Plus Expand (50/100)	525/696
CD NetLink Miniserver 7/14	695/936
MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express CDROM, Non-MDI	808
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
MICROTEST Discport Ethernet/Token Ring	488/818
Discport w/ Discview Pro ENET/TR	733/1,066
Discport w/NEC Ext. 6X Speed CD-Rom	859
Discport w/NEC 6X 4CDROM in 7-Unit Tower	1,972
Discport w/NEC 6X 7CDROM in 7-Unit Tower	2,708

Uninterruptible Power Supplies

APC Back-UPS 400/450	163/200
Back-UPS 600/900/1250	273/392/512
Powerchute Plus for Novell/Unix/Windows NT	99/149/99
Smart-UPS Value Server 420/650	291/343
Smart-UPS Value Server 1000/1400	484/635
Smart-UPS 450/700/700RM/1000	330/398/499/548
Smart-UPS 1000RM/1400/1400RM	646/675/805
Smart-UPS 2200/3000/3000RM	1,183/1,895/2,061
Matrix 3000/5000/Smartcell	3,720/4,616/537
SNMP Agent for Novell/SNMP Mgr for Netware	125/145
Netshelter RACK for servers	1,700

Cable Testers & Supplies

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ALLENTEL AT680RJ45 Crimper	50
AT10K Crimper Kit w/5 DIES & case	259
RG58 Ethernet BNC-Crimp (100 pak)	125
RJ45 10 BaseT Connectors (100 pak)	40
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PLENUM RG58 or RG62 Cable (1000' min)	350
MICROTEST MT310 Kit	739
MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner w/Super Injector	2,910

Novell Software

Lan WorkPlace for DOS Single/10 Users	197/1,498
Lan Workplace for Mac Single/10 Users	289/1,437
Lan WorkGroup-5/10/25 Users	1,202/1,983/2,612
NetWare for Mac v3.12 200 Users	746
Branch Link Router/Enterprise Router	712/1,966
NetWare NFS/Gateway Bundle	2,909
NetWare NFS Service for NW4.1	2,237

E-Mail

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cc:Mail License 10 users/50 Users	598/2,804
Mobile for DOS/MAC	150/150
Router/Fax Server/Web (Single)	95/1,459/189
Link to UUCP/Link to SMTP/Link to MHS	372/2,473/528
MICROSOFT PC Mail Server + 10 Users	485
PC Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,241/3,194/1,419

Network Utilities

SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
CHEYENNE InocuLAN Wrkgrp/1Svr-Unlimited	269/650
InocuLAN 5 Svr-Unlimited Users	2,534
InocuLAN Option v4.0 for ARCserve 6	334
FRYE Early Warning System or Lan Directory	350
INTEL LanDesk Virus Protect (Single)	691
LanDesk Virus Protect 4-pk/20-pk	2,077/6,750
ONTRACK Data Recovery NetWare	214
SEAGATE Prepare! Disaster Recovery SW	573
SYMANTEC Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

ARTISOFT Peer-to-Peer Networking

ARTISOFT LANtastic 7.0 Network Starter Kit	260
LANtastic 7.0 Software Single/10 User/Unlim.	99/377/740
Power Suite Starter Kit 2 Users	412

Server Mirroring

VINCA Campus Standby Server Software	2,411
Standby Server NetWare/Windows NT	2,813/2,813
Entry Level StandBy Server	1,062

Windows NT Solutions

3COM Transcend Workgroup Mgr for NT	463
Transcend Enterprise Manager	2,353
CHEYENNE Arcserve for Windows NT v6.0, Single Svr	490
Arcserve for Windows NT v6.0, Enterprise Edition	860
Arcserve for NT NetWare Agent	438
CONNER MS4000 4GB EXT w/ Backup Exec NT	567
MS8000 8GB w/Backup Exec NT Int/Ext	659/790
Backup Exec for Windows NT NetWare Agent	492
INTEL Landesk Workgroup Mgr 25/250 nodes	695/5,765
MICROSOFT Windows NT Workstation	317
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SMS System Mgmt Server w/5 clients	943
Exchange Server Single w/ 5/10/25	1,014/1,368/2,160

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Thank you for lending us the Pentium 133mhz systems for the CGD Developer Conference) and WINHec (Windows hardware engineerin shows. The systems were great and were very reliable. I also appr Pentium P166mhz systems that you were able to put together within

Once again, I like to thank you, and your staff for your invaluable co couldn't have done it without you.

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Technical Marketing Engineer

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- Quick P55TV PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI), Sound Blaster 16 PnP Stereo Sound built-in, 50Pin Fast SCSI-2 & Ultra SCSI, Pipelined Burst 512K Cache onbrd, Intel Triton II 430VX chipset, ZIP Socket 7, PCI+5 ISA slots, FP or EDO 72Pin SIMM & 168PIN DIMM support upto 128MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L
- Genuine Intel Pentium®/Cyrix® 6x86 Processor w/ Alarm Cooling Fan
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- IBM 2.25GB UltraStar-ES DORS32160U, 7.8MS, 5400RPM, 512K Ultra SCSI-2 HD
- Mitsumi FX-8X EightSpeed IDE 1200KB/S CD-ROM
- Sound Blaster Compatible 16Bit PnP Stereo Sound Card
- Diamond Stealth64 Video VRAM 2MB 3000 Series Video Card
- 17" Mag Innovision DX95 Series 1795 1600x1280NI Monitor
- Premium Digital Medium Tower 230W PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad
- Pair of 80Watt Stereo Speakers

Intel Pentium®
P5-100 $1931
P5-133 $2002
P5-166 $2176
P5-200 $2379
Cyrix® 686 CPU
P150+ $1904
P166+ $1948

intel

Spade Chan
UMiracle Microsystems
44063 Fremont Blvd
Fremont, CA 94538

UMiracle is the computer product provider we choose when we are looking computer hardware or software for our company. As a validation engineer, continually seeking the latest technology as we enhance our testing environ have purchased most of our new hardware & software from UMiracle over months, and these products have been very reliable. We have also utilized technical engineering staff in the product choosing process which is very g suggesting a variety of choices and cost effectiveness. We choose UMiracl and responsive sales team, knowledgeable technical staff, and overall comp pricing.

UMiracle is a computer product vendor that stands out and fulfills our con in a responsive manner. When it comes to technical difficulties, UMiracle their products and provides efficient and prompt support.

To whom it may concern:

We have been delighted to have UMiracle as our sole provider of computer syste hardware for our 7 server, 100+ user wide area network over the past year. Th timely, reliable and extremely courteous. In addition to superlative service in the salespeople and knowledgeable and (most importantly) accessible support technic have been extremely competitive.

During the past year our organization has grown from approximately 20 PCS and approximately 75 PCS with several laptops and 5 file servers distributed over 3 sit supplied virtually all of our hardware. In the health care management industry reli of data is of the utmost importance and the hardware supplied by UMiracle has p reliability. (In a few rare instances when there has been a problem with either ha configuration, hardware was politely and promptly replaced and helpful tech supp available.

UMiracle succeeds in all three of the most important aspects of a computer hardwar excellent support and competitive pricing, and we will continue to rely upon them

Sincerely,

Optional:		
	MS DOS V6.22 and Windows V3.11	$90
	MS DOS V6.22 and Winaows for WorkGroup V3.11	$110
	Windows 95 Full Version CD	$90
	Windows NT 4.0 Workstation/Server	$159/$599

UMiracle

UMiracle Microsystems
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1501 E. Camino Rl. Belmont CA 94002
Phone 415 592 3333 Fax 415 592 2919

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Tel: 510-226-3666

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Off I-880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd, go off 680 Durham

UMiracle UMiracle UMiracle

AND BE A WINNER!

Intel Venus P6 Pentium® Pro

- Intel Venus Performance/VS Pentium® Pro motherboard w/256K Built-in CPU Cache - Intel® 440FX chpst, w/onbrd BusMaster IDE, HiSpd I/O, FD, PS/2 Keybrd+mouse ports, ZIF Socket 8, AMI PnP Flash BIOS, FP/ECC 72Pin SIMM upto 512MB, ATX Form Factor board
- Genuine Intel Pentium® Pro Processor w/ Cooling Fan
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 2.5GB Western Digital WDAC32500 Mode 4 E-IDE HD
- Mitsumi FX-8X EightSpeed IDE 1200KB/S CD-ROM
- Sound Blaster Compatible 16Bit PnP Stereo Sound Card
- Diamond Stealth64 Video VRAM 2MB 3000 Series Video Card
- 17" Mag Innovision DX95 Series 1795 1600x1280NI Monitor
- Premium ATX style Medium Tower 235W ATX PS
- MicroSoft Ergonomic Natural Win95 Keyboard
- MicroSoft Ergonomic PS/2 Mouse w/ Pad
- Pair of 80Watt Stereo Speakers

P6 is here!

Pentium Pro

180MHz256k $2345
200MHz256k $2830
200MHz512k $3161

TYAN Dual P6 Pro

- TYAN Titan Pro AT S1662 Dual Pentium® Pro PCI-ISA motherboard, dual CPU cooling fans, Intel 440FX Chipset, support Dual 150-200Mhz, 3 ISA+5 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU support, Flash AMI PnP BIOS, FD/ECC 72Pin SIMM 4 way interleaved upto 1GB
- Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
- 64MB=32MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Adaptec 2940UW Ultra Wide SCSI (40MB/s) Adaptor w/cable
- IBM 2.25GB UltraStar-ES DORS32160UW, 7.8MS, 5400RPM, 512K UltraWide HD
- Mitsumi FX-12X 12XSpeed ATAPI IDE 1800KB/S CD-ROM
- Sound Blaster 32 PnP Stereo Sound Card
- Diamond Stealth64 Video VRAM 4MB 3000 Series Video Card
- 21" Viewsonic P810 1600x1280NI, 0.25DP PnP Monitor
- Server Class Super Case Dual Fan Full Tower 250W PS
- MicroSoft Ergonomic Natural Win95 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad
- Pair of 120Watt Stereo Speakers

P6² is here!

ULTRA WIDE 40MB/S DTR is Here!!!

	Single	Dual
180MHz256k	$4327	$4893
200MHz256k	$4835	$5910
200MHz512k	$5182	$6605

AMI Quad P6 Pro

AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed & made 180/200MHz (or higher) 1/2/4 processors supported, easy processor upgrade thru CPU based board approach, 1GB memory max onboard with 72 pin slots, 4 way interleave structure for max performance ECC supported, 168Pin DIMM supported, Intel 82450GX chipset, AMI Green Flash BIOS, 6 PCI + 4 EISA slots, integrated I/O w/ 1P/2S/FD/2 PCI IDEs/PS2 mouse
Genuine Intel Pentium® Pro Processor(s) w/ Cooling Fan(s)
128MB=32MBx4 60ns 72Pin EDO SIMM RAM
1.44MB Floppy Drive
Adaptec 2940UW Ultra Wide SCSI (40MB/s) Adaptor w/cable
DUAL IBM 2.25GB UltraStar-ES DORS32160UW, 7.8MS, 5400RPM, 512K UltraWide HDs
Mitsumi FX-12X 12XSpeed ATAPI IDE 1800KB/S CD-ROM
Sound Blaster AWE 32 PnP Stereo Sound Card
Diamond Stealth64 Video VRAM 4MB 3000 Series Video Card
21" Viewsonic P810 1600x1280NI, 0.25DP PnP Monitor
Server Class Super Case Dual Fan Full Tower 250W PS
MicroSoft Ergonomic Natural Win95 Keyboard
MicroSoft Ergonomic Serial Mouse w/ Pad
Pair of 120Watt Stereo Speakers

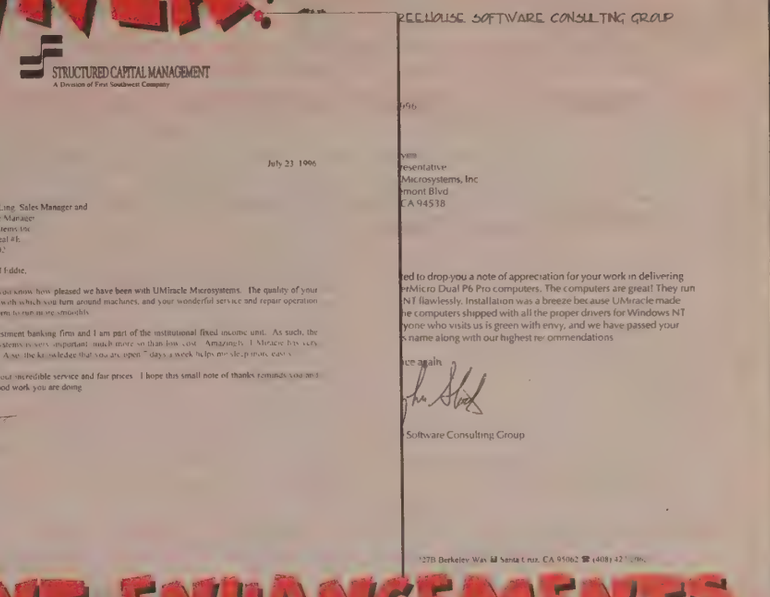
P6⁴ is here!

ULTRA WIDE 40MB/S DTR is Here!!!

Dual 200MHz 256/512k $9748/$10492
Quad 200MHz 256/512k $13244/$14732

MicroSoft Windows NT 4.0 Workstation/Server - setup & tested ..... $169/$269

LOOKING FOR YOUR DREAM MACHINE AT THE CHEAPEST PRICE? SHOPPING FOR A PC IN THIS RAZOR-THIN-PROFIT INDUSTRY IS DANGEROUS BECAUSE 70% OF THE DEALERS WON'T LIVE TILL THE FOURTH YEAR IN BUSINESS, MOST SELL 3 OR 4 MACHINES A WEEK WITHOUT KNOWING WHAT THEY ARE SELLING AND 99% DON'T WANT TO SEE ANY MACHINE COMING BACK AFTER YOU WALK OUT OF THE DOOR. AT UMIRACLE, WE BUILD HUNDREDS OF PC'S EVERY WEEK, WE TEST EVERY POSSIBLE COMBINATIONS OF SOFTWARE AND HARDWARE FOR COMPATIBILITY, AND WE STAND BEHIND YOUR PC'S LIFETIME LONG! WHY? BECAUSE WE LOVE YOUR PC AS MUCH AS YOU DO! COME BY AND VISIT ONE OF OUR STORES AND YOU WILL FIND OUT WHY YOU WILL BE THE WINNER!



STRUCTURED CAPITAL MANAGEMENT
A Division of First Southwest Company

July 23 1996

Messrs. Lawrence Ling, Sales Manager and
Eddie Chung, Store Manager
UMiracle Microsystems Inc
1501 El Camino Real #h
Belmont CA 94002

Dear Lawrence and Eddie,

I would like to let you know how pleased we have been with UMiracle Microsystems. The quality of your systems, the speed with which you turn around machines, and your wonderful service and repair operation have allowed my firm to run more smoothly.

My firm is an investment banking firm and I am part of the institutional fixed income unit. As such, the reliability of our systems is very important, much more so than low cost. Amazingly, UMiracle has very low prices as well. Also, the knowledge that you are open 7 days a week helps me sleep more easily.

Thanks again for your incredible service and fair prices. I hope this small note of thanks reminds you and your boss of the good work you are doing.

Sincerely,

Gregory S. Kenter
Vice President

...REEHOUSE SOFTWARE CONSULTING GROUP

...ved to drop you a note of appreciation for your work in delivering ...Micro Dual P6 Pro computers. The computers are great! They run ...NT flawlessly. Installation was a breeze because UMiracle made ...he computers shipped with all the proper drivers for Windows NT ...yone who visits us is green with envy, and we have passed your ...s name along with our highest recommendations.

...ve again.

...Software Consulting Group

...27B Berkeley Way ■ Santa Cruz, CA 95062 ☎ (408) 42...

NT ENHANCEMENTS

NT Guaranteed! All hardware listed below are guaranteed to be NT V3.51 compatible*. We will make it right or your money back!

- **Memory**
  - *8/16/32/64MB x32 Non-Parity FastPage/EDO 72Pin Simm ..... $Call*
  - *8/16/32/64MB x36 Parity FastPage 72Pin Simm ..... $Call*
  - *8/16/32/64MB Synchronous Dynamic RAM (SDRAM) 168Pin Simm .... $Call*
- **RAID Fast Wide SCSI-2 Controller ..... $Call**
  (for RAID 5 implementation, an IDE HD should be used as boot drive)
  - *DPT SmartCache IV SCSI Adapter & RAID Series/SmartRAID IV RAID Series*
  - *Mylex DAC960SI SCSI-to-SCSI RAID Controller*
    DAC960PD Hi-Performance PCI RAID Controller
    DAC960PL PCI RAID Controller
  - *AMI Complete MegaRAID Solution including:*
    SCSI RAID level 0,1,3,5,10,30, and 50 PCI Disk Array Controllers/FlexRAID Advanced Management Software/Advanced Enclosure Management/ Boot-Up Configuration/Power Console/General Alert
- **TapeDrive - HP DAT DDS/DDS-2 Drive (Sold & integrated with system only)**
  - *HP DAT C1534 DDS DAT Tape Drive (2GB on 90m Tape) $605*
  - *HP DAT C1536 DDS DAT Tape Drive w/DCLZ Hardware Compression (4GB on 90m Tape with compression) $689*
  - *HP DAT C1533A DDS-2 DAT Tape Drive w/DCLZ Hardware Compression (8GB on DDS-2 format with compression) $915*
  - *HP DAT C1553A DDS-2 Autoloader w/DCLZ Hardware Compression (48GB on DDS-2 format with compression) $2056*
- **High End Video Card - 3D Rendering/Graphic Animation/OpenGL**
  - *Fujitsu Sapphire 3D Designer: 2MB Disply VRAM/4MB Z-Buffr DRAM $915*
  - *Fujitsu Sapphire 2SX: 4MB Disply VRAM/4MB Z-Buffr DRAM $1475*
  - *Symmetric GLyder 16: 8MB Disply VRAM/8MB Z-Buffr DRAM $2555*
  - *Dynamic Pictures V192 Graphics Acceleration Module 16MB Display VRAM/8MB Z-Buffer DRAM $3755*
  - *Diamond FireGL: 8MB Display VRAM/8MB Z-Buffer DRAM $1955*
- **Server Chassis (T-101)/Disk Array Chassis (T-103) w/Dual Redundancy & Hot Swappable Power Supplies ..... $895/$895**
  - *T-101: 12 DriveBays/Upto 2 PowerSupply 2x300W 2x4.6" Smart Fans w/ Efficient Air Flow Full Size AT Motherboard FormFactor*
  - *T-103: 16 DriveBays/Upto 2 PowerSupply 2x300W 2x4.6" Smart Fans w/ Efficient Air Flow Perfect RAID Disk-Array Sub-Chassis*
- **CD-ROM Tower Subsystem Chassis.....$Call**
  - *7 Plextor 8xi TXL-PX83CS w/250W PS*

T-101 T-103

Compatibility Guaranteed

* *Compatibility with the latest NT 4.0 may not be guaranteed as most manufacturers are still working on the newest drivers for NT 4.0*

Windows NT*

iMiracle
UMiracle Microsystems

Free Local Area Delivery for System Purchase
1 Year Parts and Life Time System Labor Warranty
Expertise Technical Support On Duty Daily
While-You-Wait Immediate Replacement/Repair Service
30 Day Compatibility Guarantee on Complete Systems

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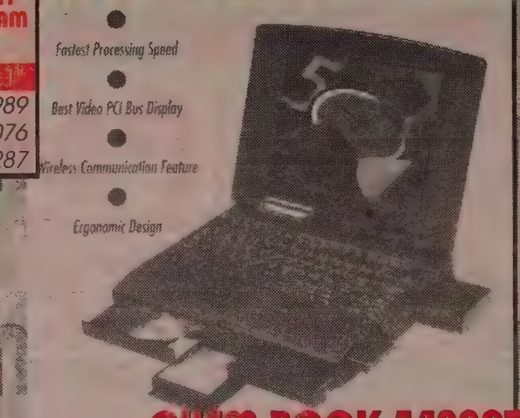
MULTIMEDIA PENTIUM NOTEBOOKS

CHEMBOOK 5400PT ■ Pentium CPU ■ DualScan 11.3"/Active Color 10.4"/12.1" ■ 16MB ■ 256K L2 Cache ■ 1.44FD ■ Joystick ■ 6xSpeed CDROM ■ 2MB Video RAM ■ TouchPad ■ 16Bit Stereo Sound ■ IS/IP ports ■ InfraRed port ...

(1.0/1.3/2GB HD)	Dual Scan 11.3"	Active Matrix 10.4"	Active Matrix 12.1"
■ P5-100Mhz	$2100/$2192/$2359	$2340/$2432/$2599	$2730/$2822/$2989
■ P5-133Mhz	$2187/$2278/$2446	$2427/$2518/$2686	$2817/$2908/$3076
■ P5-166Mhz	$2398/$2489/$2657	$2638/$2729/$2897	$3028/$3119/$3287



CHEM BOOK 5400PT

Large 12.1" Screen Size | Built-In Game Joystick
Built-In 6X CD-ROM | Built-In Touch Pad

Harddrive/Accessories	
810MB 2.5" IDE HD	$297
1.0GB 2.5" IDE HD	$340
1.3GB 2.5" IDE HD	$435
2.0GB 2.5" IDE HD	$605
PCMCIA 28.8 Fax/Data	$165
PCMCIA Ethernet Comb	$120

CHEM 5400PT SPECIFICATIONS

CPU
- Intel Pentium 75/90/100/120/133/150/166 CPU

BIOS
- 256K Flash ROM BIOS

Memory
- 64bit data bus system memory w/2 DIMM memory sockets
  Support 1 bank operation & write-back L1-L2 256K Cache
- Available in 8/16/32MB

Data Storage
  Built-in 1 2.5" harddrive, 1 removeable 3.5" 1.44MB FDD,
- Built-in 5.25" Six Speed Teac CDROM

Display
  32Bit PCI VGA w/ 2MB VRAM onbrd
- LCD Panel, 640x480x64K or 800x600x256 colors up to SVGA Mode. TFT up to 16.7M True Color
- Support External CRT Resolution up to 1280x1024x256 color
- Support LCD/external CRT simultaneous display
- 11.3" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD (Optional 12.3")

Audio System
- Built-in speakers, microphone, 16bit Stereo Sound, FM Music Synthesizer, Line-in/out and external microphone jacks

PCMCIA
- Built-in 2 PCMCIA type-II slots or 1 type-III slot (type IV)

I/O Interfaces
- Built-in Joystick, Speaker, Microphone
- 1 x9 pin serial port(16550 UART), 1x25 pin enhanced LPT port
- 1 x15 pin external monitor port
- 1 x PS/2 keyboard + mouse port Adaptor
- 1 x100 pin docking station interface

Wireless Link
  Built-in IrDA compatible HP infra-red transmitt module

Keyboard
- 86 keyboard w/ support for all keys of an AT-enhanced

Pointing Device
- Built in PS/2 capacitive touch-sensitive trackpad

Power System
- CPU Stop Clock, Suspend to HDD/DRAM
- Global Standby Mode, Battery Low Spspend
- Battery Resource View, Optional External Battery 58W
- Auto-sensing 110V-240V AC adaptor

Dimension
- 11.8"(W) x 8.9"(D) x 2.1"(H)

Weight
- 7.7Lbs (with battery)

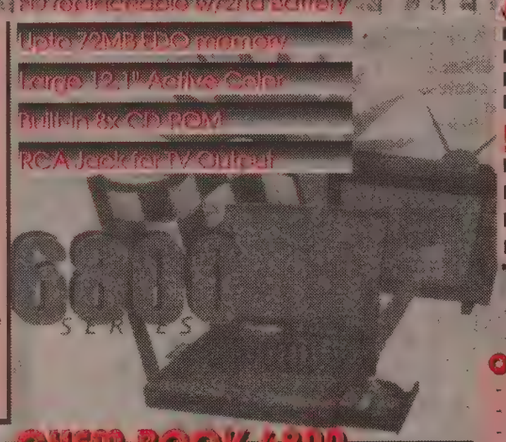
Optional devices:
- Video + MPEG Module
- Mini Docking Station
  Car adaptor

CHEM 5400PT NoteBook Options	
8MB/16MB DIMM	$99/$170
NiMH Internal Battery	$90
External Battery 58W	$175
Auto Adaptor 12V	$75
Battery Charger	$99
AC Adapter	$55
MPEG Card Module	$255
Mini Docking 5400	$185

CHEM 6800 SPECIFICATIONS

- Intel Pentium 100/120/133/166/200MHz
- Pipelined Synchronous 256K Level-2 Cache
- 12.1" Active Matrix SVGA Screen
- 2MB EDO Video RAM on PCI v2.1 Bus
- Expandable EDO Memory up to 72MB
- 800x600x16M True Colors
- 64Bit PCI bus with graphics accelerators
- SystemSoft flash BIOS with Plug & Play
- Build-in 8X CD-ROM
- 16Bit Stereo sound System
- 3 x Type II or 1 x Type II+1 x Type III (Support Zoom Video Port)
- Modem Ring in wake up on Power Mgment
- Built-in 1MB Mask ROM hardware wavetable
- Removeable Floppy & hard drive
- Infra-red IrDA and FIR
- RCA jack for TV-Out
- Windows 95 Keyboard

TD replaceable w/2nd Battery
Upto 72MB EDO memory
Large 12.1" Active Color
Built-in 8X CD-ROM
RCA Jack for TV Output



CHEM-BOOK 6800

CHEMBOOK 6800 ■ P5 CPU ■ Active 12.1" ■ 16MB EDO 144DIMM ■ 256K L2 P.B. Cache ■ 1.44FD ■ 8X CDROM ■ 2MB EDO Video ■ TouchPad ■ 16Bit Stereo Sound ■ RCA Jack ■ IS/IP ports ■ InfraRed port ...

Active Matrix 12.1"	(810M/1.0GB/1.3GHD)
■ Pentium-100Mhz	$3075/$3119/$3212
■ Pentium-133Mhz	$3163/$3207/$3300
■ Pentium-166Mhz	$3377/$3421/$3515
■ Pentium-200Mhz	$3577/$3621/$3715

CHEM 6800 NoteBook Options	
8MB 144PinDIMM Mem	$99
16MB 144PinDIMM Mem	$165
32MB 144PinDIMM Mem	$Call
Auto Adaptor 12V	$75
AC Adaptor	$80
NiMH 2nd Internal Battery	$85
Battery Charger	$99

CHEM OHP SPECIFICATIONS

- Over head Projector presentation capability
- Intel Pentium 100/120/133 MHz
- 10.4" TFT Active Screen
- 8MB RAM onboard; expandable to 72MB
- 1MB Video RAM
- 32Bit PCI Bus Interface
- Build-in 6X CD-ROM
- Windows 95 Keyboard
- 1xType II and 1xType III
- Removable Floppy, hard drive and CD-ROM

CHEM BOOK OHP

Overhead Projector Capability

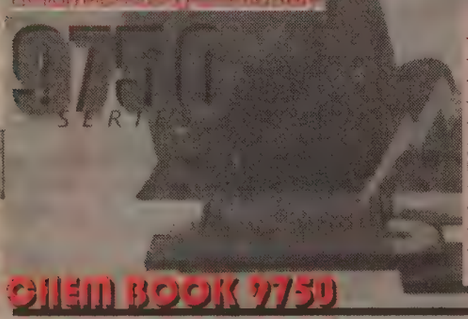
CHEMBOOK OHP ■ Pentium CPU ■ Active Screen 10.4" ■ 8MB ■ 1.44FD ■ 6xSpeed CDROM ■ 1MB Video RAM ■ SoundBlaster Stereo Sound ■ IS/IP ports ■ InfraRed port ...

Active Matrix 10.4"	(810MB/1.0GB/1.3GB HD)
■ Pentium-100Mhz	$3138/$3182/$3280
■ Pentium-120Mhz	$3173/$3217/$3315
■ Pentium-133Mhz	$3213/$3257/$3355

** Call for optional Overhead Projection Kit

CHEM 9750 NoteBook Options	
16MB Memory	$198
32MB Memory	$330
64MB Memory	$Call
Auto Adaptor 12V	$70
AC Adaptor	$79
2nd NiMH Int. Battery	$105
Battery Charger	$95
Li-Ion Battery	$235

Large 13.3" Active Color
Video Capture Port Built-in
Ultra-long Life Battery
Dual-replaceable w/2nd Battery
Upto 80MB Main Memory



CHEM BOOK 9750

CHEM 9750 SPECIFICATIONS

- Intel Pentium 120/133/150/166/200MHz
- 13.3" TFT XGA/12.1" TFT SVGA or Dual Scan
- 16MB Memory onbrd, expand upto 80MB
- 800x600x16M True Colors, 2MB Video RAM
- 64bit PCI bus graphics accelerator
- SystemSoft Flash BIOS with PnP
- 8xCD RO, exchange w/FDD or Battery
- 16Bit Stereo Sound System
- Pipelined Synchronous 256K Level-2 Cache
- Infra-red IrDA and FIR
- Video Capture port
  Windows 95 Keyboard

CHEMBOOK 9750 ■ P5 CPU upto 200MHz ■ DualScan/Active Screen 12.1" ■ 16MB onbrd ■ 256K PB L2 Cache ■ 1.44FD ■ 6xSpeed CDROM ■ 2MB EDO Video RAM ■ NiMH Battery ■ 16Bit Stereo Sound ■ Video Catpure Port ■ IS/IP ports ■ InfraRed port ...

(810MB/1.0GB/1.3GB HD)	Dual Scan 12.1"	Active Matrix 12.1"
■ P5-100Mhz	$2491/$2536/$2629	$3041/$3086/$3179
■ P5-133Mhz	$2580/$2623/$2717	$3130/$3173/$3267
■ P5-166Mhz	$2794/$2838/$2932	$3344/$3388/$3482
■ P5-200Mhz	$2994/$3038/$3132	$3544/$3588/$3682

** Call for 13.3" Active Matrix availability and prices

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4Mod3 Fremont Blvd Fremont CA 94538
Phone 510-226-3666 Fax 510-226-6758
1336 San Pablo Ave#1. Albany CA 94706
Phone 510-526-2626 Fax 510-526-0273
1501#E El Camino Rl. Belmont CA 94002
Phone 415-592-3333 Fax 415-592-2919

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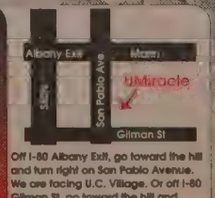
Albany Store
Ph:510-526-2626
1035 San Pablo Ave #1
Albany CA 94706
Ph:510-526-2626
Fax:510-526-0273
Business Hours:
Mon to Sat 9:30AM-6:00PM
Sunday 10:30AM-6:00PM
Yes! Open on Sunday!

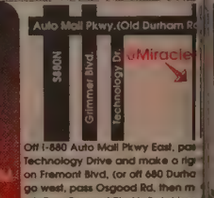


Off I-80 Albany Exit, go toward the hill and turn right on San Pablo Avenue. We are facing U.C. Village. Or off I-80 Gilman St, go toward the hill and make a left turn on San Pablo Ave.

Belmont Store
Ph:415-592-3333
1501 El Camino Real #E
Belmont CA 94002
Ph:415-592-3333
Fax:415-592-2919
Business Hours:
Mon to Sat 9:30AM-6:00PM
Sunday 10:30AM-6:00PM
Yes! Open on Sunday!

From north or south, Off I-101 Ralston Ave, go towards west, left on El Camino Real and make a U-turn ASAP. We are on your right.

Fremont Main
Ph:510-226-3666
44063 Fremont Blvd
Fremont CA 94538
Ph:510-226-3666
Fax:510-226-6758
Business Hours:
Mon to Sat 9:30AM-6:00PM
Sunday 11:00AM-5:00PM
Yes! Open on Sunday!



Off I-680 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd, (or off 680 Durham go west, pass Osgood Rd. then make a left on Fremont Blvd.) first driveway on your right.

REAL STUFF, REAL QUALITY, REAL PRICES

Motherboard (Without CPU & Memory)

486 ISA PCI 256K w/ E-IDE, FD, onbrd HiSpd I/O, 3 PCI+ 4 ISA slots, upto 256MB, suppt 72Pin SIMM, AMI BIOS, PnP, 3.3V CPU Support $90

QDI Pentium® 75-200Mhz/Cyrix® 686-130+/150+/166+based motherboard - PCI Pipelined Sync 256K cache w/430VX chpst, Socket 7 & VRM, 4 PCI+3 ISA slots, support Fast Page or EDO 72Pin SIMM upto 128MB, built-in Bus-mastering PCI-IDE interfaces, 2-16550 UARTs, ECP/EPP,support 4 IDE HDs,FD, Flash Award ROM w/NCR SCSI suppt, PnP $120

ASUS P/I-P55TVP4 Pentium® processor-based board - intel 430VX PCISet, Concurrent PCI bus, Pipelined Burst 256K (upto 512K) cache onbrd, 75-200Mhz CPU speed, 4 PCI+3 ISA+1 ASUS MediaBus slots, 32bit-FP/EDO + 36bit-Parity/ECC 72Pin+168Pin SIMM support upto 128MB, built-in Bus-Master PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP,support 4 IDE HDs, PnP,Flash Award BIOS w/NCR SCSI Suppt, Dallas Battery, PnP,COAST Socket, Baby AT form factor $155

ASUS P/I-XP55TVP4 same as above except in ATX form factor w/PS/2 mouse+Keyboard connectors $160

Intel Mart Advanced/ML Pentium® processor-based ATX Board - 256KB pipelined burst cache onbrd, Intel 430HX PCISet, built-in PCI-IDE interfaces, FD, 2 16550 UARTs, ECP/EPP,PS/2 mouse+Keybrd connectors, support 4 IDE HDs, Socket 7, 4 PCI+3 ISA slots, 32bit-FP/EDO + 36bit-Parity/ECC 72Pin SIMM support upto 128MB, 75Mhz and up CPU speed support, Concurrent PCI 2.1 compliant, PnP,ATX form factor $145

Intel Made Tucson TC430HX Pentium® processor-based Board - Intel 430HX PCISet, Pipelined Burst 256K Cache onbrd, 75Mhz & up CPU support, 4 PCI+3 ISA slots, FP or EDO 72Pin SIMM support upto 128MB, Socket 7, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP,4 IDE HDs support, PnP,Flash AMI ROM, APM Power Saving, Built-in Yamaha OPL3 FM Synthesizer stereo sound w/line-in/out, Joystick, WaveTable connector, ATX type $188

Intel Venus Performance/VS Pentium® Pro processor based motherboard - 256K/512K cache on CPU, Intel 440FX chipset, 150/180/200Mhz and future CPU support, 3 ISA+4 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, PS/2 mouse + kybrd connectors, ZIF Socket 8, Flash AMI PnP BIOS, FP/ECC 72Pin SIMM support upto 512MB, ATX type $280

Intel Made Providence PR440FX Dual Pentium® Pro processor-based board - Intel 440FX PCISet, support Dual Pentium Pro 200Mhz CPUs, 64Bit-EDO/72Bit-ECC 168Pin DIMM upto 512MB, Integrated LAN Controller Intel 82557 (=EtherExpress® Pro/100B), Integrated Ultra/Wide SCSI Adaptec® 7880 w/ onbrd+External mini-68Pin 16bit Wide Connectors, Integrated Audio - Crystal+Yamaha OPL3 FM Synthesizer 16bit StereoSound, 4 PCI+1 ISA slots, onbrd PCI Bus Master IDE Interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, Flash AMI PnP BIOS $745

Quick P55TV PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI) support MMX, Cyrix 686 CPU, 50Pin Fast SCSI-2 & Ultra SCSI (20MB/s Burst), Pipelined Burst 512K Cache onbrd, Intel 430VX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM & 168PIN DIMM (Synchronous DRAM) support upto 512MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP,support 4 IDE HDs, PnP,50pin SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included. $250

Quick P55TU PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7880 (AHA-2940UW Ultra Wide SCSI) support MMX, 50Pin Fast SCSI-2 & 68Pin Ultra Wide SCSI (40MB/s Burst) with optional RAID support, Pipelined Burst 512K Cache onbrd, Intel 430HX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM & support upto 256MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP,support 4 IDE HDs, PnP,50pin SCSI + 68pin Wide SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included $350

TYAN TomCat III S1563D Dual Pentium® Processor based ISA-PCI motherboard - Intel 430HX Chipset, support Dual Pentium 75-200Mhz Pentium/Cyrix CPUs, 5 ISA+4 PCI slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket, Flash Award PnP BIOS, support FP/ECC 72Pin SIMM upto 512MB, Pipelined Burst 512K Cache built-in $250

TYAN Titan Pro AT S1662 Dual Pentium® Pro based 150-200MHz ISA-PCI motherboard - Dual CPU cooling fans, Intel Natoma 440FX Chipset, support Dual 150/166/180/200Mhz CPUs, 3 ISA+5 PCI slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU (low voltage) support, Flash Award PnP BIOS, support FP/ECC 72Pin SIMM 4 way interleaved upto1GB $485

TYAN Titan Pro ATX S1668 Dual Pentium Pro 150-200MHz ISA-PCI motherbrd same as Titan Pro AT S1662 above except in ATX form factor $510

AMI (American Megatrends, Inc) Goliath Quad Pentium® Pro Processor EISA/PCI motherboard - U.S. designed and made 180/200MHz (or higher) 1/2/4 processors supported, easy upgrade thru CPU based board approach, 1GB memory max onboard with 72 pin slots, 4 way interleave structure for max performance ECC supported, 168Pin DIMM supported, Intel 82450GX chipset, AMI Green Flash BIOS, 6 PCI + 4 EISA slots, integrated I/O w/ 1P/2S/FD/2 PCI IDEs/PS2 mouse, AT form factor

Above w/ two 200MHz Pentium Pro 256K CPUs $5105

Above w/ four 200MHz Pentium Pro 256K CPUs & 2nd CPU baseboard $8455

CPU & Memory: (Prices Subject to Change without notice)

Intel Pentium® Pro processor 256K/512K-150/180/200Mhz ..... $Call

Pentium® P5-100/120/133/150/166/200MHz CPU ..... $Call

AMD® 486-100DX4/120DX4/5x86-133DX4 ..... $Call

Cyrix® 5x86-100/120DX P5 OverDrive for 486 motherbrd ..... $Call

Cyrix® 6x86-120+/150+/166+ Pentium® class CPU ..... $Call

256/512K Synchronous Pipelined Cache COAST module ..... $20/$35

1MB/4MB 30Pin SIMM RAM ..... $Call

72Pin SIMM - 32/36Bit-FP/EDO/Parity ..... $ ..

16MB/32MB 168Pin SDRAM DIMM (Synchronous DRAM) ..... $175/$340

SIMM Converter - 4 pieces 30Pin to 1 piece 72Pin ..... $Call

I/O Card/Controller Card:

VLB Enhanced IDE/FD 2S/1P/1G Controller Supporting 4 Mode 3 & 4 E-IDE devices $35

Adaptec 1522 SCSI-2 Controller ..... $

Adaptec 1542CP PnP Bus-mastering SCSI-2 Controller ..... $

Adaptec 2940U Fast PCI Ultra SCSI-2 Controller ..... $

Adaptec 2940UW PCI Ultra WIDE SCSI-2, 40MB/s, 15 devices support ..... $

Western Digital PCI-SCSI Adapter - 7193RTL Fast SCSI, 10MB/s, upto 7 devices, PnP,CorelSCSI! Drivers $89

External SCSI-2 50Pin Mini-68Pin Adapter for any onboard internal 50pin ribbon cable SCSI interface $17

External Wide SCSI Mini-68Pin Adapter with 3-68pin-connector internal ribbon cable for any onboard internal 68pin Wide SCSI interface $45

Fast Wide SCSI-2 internal Ribbon Cable, 68Pin, 2 / 3 connectors $20/30

External SCSI Cables Centronic/Mini 50/68Pin ..... $Call

External SCSI Terminator SCSI-2/Mini 50/Mini 68Pin ..... $Call

Universal Serial Bus Connector (Call for availability/compatibility) ..... $Call

Network Card:

Ethernet NE2000 ISA PnP/Softset 16Bit Combo $25

Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT (PILA8465B) $99

SMC Etherpower ENET PCI 10-BT (8432T) $110

SMC Etherpower ENET PCI 10-BT + Coax Combo (8432BT) $140

SMC Etherpower ENET PCI 10/100-BT+DB-9 (9332DST) $130

3COM Etherlink III 3C509B Combo $90

3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo $125

3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT PCI $120

Video Card:

Trident 9680 Windows Accelerator PCI 1MB/2MB with MPEG and AVI Motion Video built-in $42/57

Diamond Stealth 3D 2000XL PCI 2MB/4MB EDO-DRAM ..... $105/$135

Diamond Stealth 3D 3000XL PCI 2MB/4MB VRAM ..... $195/$Call

Diamond Stealth64 2000 Series PCI 64Bit 2MB EDO DRAM $75

Motion Video Player 1100 Series MPEG Module for Stealth 2000 Video $115

Diamond DTV 1100-TV Tuner for Stealth 2000 Video $105

Diamond Stealth64 Video VRAM 3000 Series PCI 64Bit Graphic Engine S3-968 2MB/4MB VRAM Version $154/238

2MB VRAM upgrade board for Stealth 3000 ..... $8

Motion Video Player 2000 Series MPEG Module for Stealth 3000 0MB $205

Motion Video Player 2000 Series MPEG Module for Stealth 3000 2MB VRAM ..... $

ATI Graphic Pro Turbo PCI 2/4MB VRAM $178/268

Matrox MGA Millennium 2MB/4MB WRAM PCI ..... $205/$285

Upgrade module for Millennium 2MB/4MB/6MB ..... $95/$175/$245

Matrox MGA Mystique 2MB/4MB SGRAM $165/225

Number 9 Imagine 128 Series II 4MB VRAM PCI $595

Monitor:

14" ShamRock 1Kx768NIx0.28DP Digital Control Pwr-Saving Monitor $210

15" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor $290

17" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor $525

MAG Technitron Series Trinitron Tube, Digital Control, 0.25DP,1280x1KNI, 3yr Manu. Warranty 15" DX15T/DX700T ..... $355/$595

MAG DX95 Series DX1595/DX1795 ..... $355/$595

IIYAMA VisionMaster-17 MF-8617E 17" .26DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@69Hz $668

IIYAMA VisionMaster-Pro 17 MT-9017E 17" .25DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@72Hz, Trinitron Tube $739

IIYAMA VisionMaster MF-8221E 21" .22x.16DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@76Hz $1430

IIYAMA VisionMaster MT-9021E 21" .30x.00DP, Microprocessor Contrl, PnP,DPMS, MPRII, Full On-screen program, 1600x1200@76Hz, Trinitron Tube $1525

Sony 15" 15SX/15" 15SF II/17" 17SF II/20" 20SFII ..... $385/$445/$745/$1580

Sony 20" 17" 17SE2T/20SE2T ..... $945/$1809

Eizo(Nanao) T-series:T2-17/T2-17TS/T2-20 ..... $950/$890/$1729

Eizo(Nanao) F-series:F2-17/ F2-17EX/ F2-21/ FX2-21 ..... $805/$905/$1785/$2850

Eizo 17" FlexScan TX-C7S $1025

Viewsonic 14ES/15ES/15G/1V45GS/17GS/ 15GA/17GA/17PS/PT770/GT800/PT810/P815/17EA/29GA/etc ..... $Call

Mitsubishi DiamondScan 17HX/20H ..... $859/$1625

Mitsubishi DiamondPro 17TX/21TX ..... $1045/$1755

Hitachi, NEC, ADI, Nokia, Monitors ..... $Call

Modem:

Modem Zoltrix 14.4K/33.6K Fax+Data w/ VoiceMail Int.16550 UART ..... $50/$85

Cardinal 33.6K Fax Internal (MVP288I) $125

Cardinal 33.6K Voicemail Fax Internal (MVP288IV) $145

USR Sportster 33.6K Faxmodem Internal/External $135/155

USR Sportster 33.6K Voice Faxmodem w/Personal Voice Mail External ..... $

Floppy Drive/Tape Backup:

Mitsumi/Sony/NEC 1.44M 3.5" ..... $

Teac 1.2M 5.25"/1.44M 3.5"/Dual 1.2M+1.44M Combo $45/

Colorado 800MB T-1000 off floppy Travan w/Win95 Sftwre, no tape ..... $

Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, no tape ..... $

Colorado T4000S 4-8GB, 62MB/min, SCSI-2, Travan TR-4, internal, no tape ..... $

Tape Cartridges for Tape Backup ..... $

Iomega ZIP Drive 100MB w/disk SCSI-Internal/External ..... $

Iomega ZIP Drive Disks single/three/ten pack ..... $18/$45/$130

Iomega Jaz Drive 1GB w/disk SCSI-Internal/External ..... $360/$475

Iomega Ditto Easy TapeBackup 800 Insider 800MB Travan QIC $110

Iomega Ditto Easy TapeBackup 800 Parallel External 800MB Travan QIC ..... $

Iomega Ditto TapeBackup 2GB Insider Tavan TR-1,2,3 ..... $156

Iomega Ditto TapeBackup 2GB Parallel External TR-1,2,3 ..... $

Iomega Ditto TapeBackup 3200 Insider 3.2GB Tavan QIC ..... $

Iomega Ditto TapeBackup 3200 Parallel External 3.2GB Tavan QIC $275

Iomega Ditto Tape Cartridge 800-TR-1/3200-TR-3 ..... $32/$35/$45

Mitsumi 104 Enhanced Win95 Keyboard ..... $

KeyTronic 104 Enhanced Win95 Key U.S. Made ..... $

Focus 2001 104 Win95 Key Enhanced Click w/Cover ..... $

Focus 6002 104 Win95 Key Enhanced w/ wristrest $2

Focus 7200 104 Win95 Key Enhanced w/ wristrest + Trackball $35

Focus 8000 111 Key w/Calculator ..... $

Natural Keyboard SK-6000 Win95 Key Enhanced ..... $

Natural Keyboard SK-6000 Win95 Key Enhanced w/Touch Pad ..... $

MicroSoft Natural Keyboard Win95 Key ..... $

Mitsumi MS compatible 2-Button Mouse Serial/PS2 ..... $

MicroSoft Ergonomic Serial/PS 2 type ..... $

Logitech Mouseman Serial/PS 2 type/Cordless ..... $

Logitech Trackman Vista/Marble ..... $

MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase) $45/45/65

MS Windows 95 Full CD-ROM OEM version $90

MS Office Pro for Windows 95 CD version ..... $

MS Windows NT V4.0 Workstation/Server w/ 5 user license OEM ..... $

Premium Case w/230W Mini/Desktop/Med ..... $

Premium Case w/250W Full Size Tower $95

Server Class Super Case w/250W PS w/ detachable front panel, Dual side open door, solid construction, slide-in Drive Bay, Dual fans, lots of bays, Medium/Full Tower ..... $115/$150

ATX Style Medium/Full Tower Case w/ ATX type 235W P/S ..... $110/$135

Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height $60/

Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator $16

Power Supply PS-2 Type 230W/250W/300W ..... $

486/P5/P6 CPU Cooling Fan w/heat sink ..... $8/$1

Chassis Second Cooling Fan 3" or 3.5" ..... $

Printer Cable 6"/10"/15"/25" $5/7/10/

PS/2 mouse port connector for motherboard PS/2 mouse port $1

CD-ROM Drive:

Toshiba XM-5602 8X Speed Internal ATAPI IDE CD ROM ..... $

Teac 58E 8X Speed Internal ATAPI IDE CD-ROM $115

Mitsumi FX810 8X Speed Internal ATAPI IDE CD-ROM $110

Mitsumi FX12X 12X Speed Internal ATAPI IDE CD-ROM ..... $

Teac 56S 6Xi SixSpeed SCSI 900KB/Sec, Internal ..... $

NEC CDR-1410 8Xi EightSpeed SCSI 1200KB/Sec, Internal $210

Plextor 6-Plex 6XSpeed PX63CS internal/65CS external, 900Kb/sec, Fast SCSI, 115ms seek, 256K Buffer, SCAM, w/Caddy, 2-yr warranty ..... $

Plextor 8-Plex 8XSpeed PX83CS internal/85CS external, 1200Kb/sec, Fast SCSI, 95ms seek, 256K Buffer, SCAM, w/Caddy, 2-yr warranty $288/378

Philips Recordable SCSI-2 CD-ROM Writer 1MB Cache, 2X record and up to 4X read, 5.25" 1/2 height, Bare CD Recorder $655

Yamaha SCSI-2 CD-ROM Writer CDR-102pc 512KB Cache, 2X record & up to 4X read, 5.25" 1/2 height, Retail ver.w/ Controller + Software $795

Yamaha SCSI-2 CD-ROM Writer CDR-100pc 512KB Cache, up to 4X record & read, 5.25" 1/2 height, Retail version w/ Controller + Software $1095

Sound Card/Speaker/MultiMedia Package:

Yamaha, Altec, Lansing Speakers ..... $Call

60W/80W/120W Hi-Fi Amplified Stereo Speakers $25/45/55

Sound Blaster Compatible 16Bit stereo sound card w/PnP,IDE port $55

Sound Blaster 16 Stereo PnP w/IDE Interface OEM $75

Sound Blaster 32 PnP w/IDE interface Retail ..... $

Sound Blaster AWE32 PnP w/ IDE interface Retail ..... $

MS CD MS Homes I titles - Encarta 96, Works/Money, Bob, Scenes Personal Collection, 55+ Title CD Samplers $75

MS CD MS Homes II titles - Encarta 96, Works/Money, Golf 2.0, Creative Writer, Magic School Bus, 55+ Title CD Samplers $95

CD Children Education Pack I titles - Rainbow Children Park, Animation Tour, Kid's Farm, I Can Spell, Puzzle Puzzle $45

CD Children Education Pack II titles - The Chessmaster 4000 Turbo, Mavis Beacon Teaches Typing, 96 Grolier Multimedia Ency, Altas V5, World Atlas, San Diego Zoo Animals V2. ..... $

Audio Cable - CD-ROM to Sound Card ..... $

HardDisk:

Seagate

540MB IDE ST3541A $135

Western Digital - Caviar

850MB IDE WDAC2850 - Enhanced IDE Mode-3 64KB 4500RPM ..... $

1.2GB IDE WDAC31200 - Enhanced IDE Mode-4 128KB 5200RPM ..... $

1.6GB IDE WDAC31600 - Enhanced IDE Mode-4 128KB 5200RPM ..... $

2.1GB IDE WDAC32100 - Enhanced IDE Mode-4 128KB 5200RPM ..... $

2.5GB IDE WDAC32500 - Enhanced IDE Mode-4 128KB 5200RPM $28

3.1GB IDE WDAC33100 - Enhanced IDE Mode-4 128KB 5200RPM ..... $

Hewlett Packard

2.1GB SCSI-2, 9ms, 512K ..... $

IBM

2.16GB Ultrastar-ES DORS32160U 8.5ms, 5400RPM, 512K, Ultra SCSI-2 ..... $

2.16GB Ultrastar-ES DORS32160UW 8.5ms, 5400RPM, 512K, Ultra-Wide SCSI-2 ..... $35

Quantum

4.3GB Atlas XP34300N Fast SCSI-2, 8.5ms, 7200RPM, 2MB ..... $

4.3GB Atlas XP34300W Fast Wide SCSI-2, 8.5ms, 7200RPM, 2MB ..... $

Seagate

4.3GB Barracuda ST15150N Fast SCSI-2 8.5ms 3.5" 72KRPM, 1MB $1020

4.3GB Barracuda ST15150W Fast Wide SCSI-2 8.5ms 3.5" 72KRPM, 1MB $1150

2.1GB Hawk2XL ST32155N Ultra SCSI 50pin 5540RPM, 256K ..... $

2.1GB Hawk2XL ST32155W Ultra Wide SCSI 68pin 5540RPM, 512K ..... $

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Resources

USER GROUPS continued from page 242

SMUG (Stanford/Palo Alto Macintosh User's Group). Meetings: 1st Mon., 7:00 pm, Roche Bioscience Auditorium, 3401 Hillview Ave., Palo Alto. Call: (415)856-3113 or *smug@netcom.com* . [Exp.#160.]

TriValley Macintosh User Group (TMUG). Meetings: 3rd Tues., 7:30 pm, Sonoma School, 543 Sonoma Ave., Livermore. Beginners to experts; library, newsletter, SIGs, and a BBS. Call: Jerry, (510)828-0959. [Exp.#158.]

MISCELLANEOUS

C/C++ OOP SIG. Meetings: 4th Weds., Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Starts in September. Contact: Jack Reeves, *jack@fx.com* . [Exp.#158.]

Computer Users for Social Responsibility. Meetings: Last Sun., 3:00 pm, Berkeley. Contact: Karen, (510)987-0567. [Exp.#160.]

Games SIG. Meetings: Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Starts in August. Contact: Byron Hale, (408)358-8064 or *blhale@einfo.com* . [Exp.#158.]

The South Bay Home Brew Robotics Club. Meetings: last Weds., 7:30 pm, Cupertino Public Library Community Room, 10400 Torre Ave., Cupertino. Focus is on autonomous robots controlled by on-board computers. Contact: Chuck McMannis, (408) 245-9652. [Exp.#161.]

MOBILE

Bay Area Magic Cap User Group (BAMCUG). Meetings: 4th Thurs., 7:00 pm, General Magic, 420 North Mary Ave., Sunnyvale. All Magic Cappers, from novice to advanced nerd status, are invited to attend. Contact: (408)736-5477. [Exp.#158.]

Stanford Newton User Group. Meetings: 2nd and 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Contact: Flash Sheridan, (415)462-9203, *snug@pobox.com* , or URL: *http://pobox.com/~snug/* . [Exp.#161.]

MULTIMEDIA

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Larry Shoenberger, (415) 592-3731 or *larrys@hooked.net* . [Exp.#158.]

NETWORKING

Network Professional's Guild (NPG). Meetings: 2nd Tues., 6:30 pm, 5403 Stevens Creek Blvd., Santa Clara. Network engineering - Windows NT, Novell, intranet/Internet, and related technologies. Contact: Bill Strouse, (408)323-0701, fax: (408)323-9502, email: *wstrouse@best.com* , URL: *http://www.engineers.com/net/meeting.htm* . [Exp.#159.]

San Francisco NetWare Users Group (SFNUG). Meetings: 2nd Tues., 6:00 pm, 4 Embarcadero Center, Ste. 540, NetWare and related software/hardware. Good food, no dues. [Exp.#161.]

PARADOX

bapals (The Bay Area Paradox Users Group). Meetings: 4th Tues., 4:30 pm, 685 Market St., San Francisco. Call: (415)995-4688. [Exp.#159.]

PROGRAMMING LANGUAGES

BMUG Programmers' SIG. Meetings: alternate Weds., 7:00 pm, BMUG office, 2055 Center St., Berkeley. Mac Toolbox, C, and Pascal. Call: (510) 549-BMUG. [Exp.#160.]

Delphi SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, KnowledgePoint, 1129 Industrial Ave., Petaluma. $10. Contact: Bjarne Winkler, (415)461-8086 or *nts4618086@aol.com* . [Exp.#159.]

Delphi Users Group of SVCS. Meetings: 1st Thurs., 7:00 pm, Siemens Rolm, 4900 Old Ironsides Dr., Santa Clara. Contact: Eugene Paymar, *epaymar@hooked.net* , or URL: *http://www.hooked.net/users/maldewin/delphi* . [Exp.#161.]

Forth Interest Group, North Bay Chapter, and BMUG Forth SIG. Meetings: 2nd Sat., 1 pm, tutorial at noon, BMUG, 2055 Center St., Berkeley. Call: Leonard Morgenstern, (510)376-5241 or *nleonard@aol.com* . [Exp.#162.]

Java SIG. Meetings: 1st Monday, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Tom Hill, (408)996-0650, or *javasig@worldware.com* . [Exp.#158.]

Visual Basic-San Francisco SIG. Meetings: 3rd Thurs., 6:30 pm, Terrace Systems, 450 Sansome St. at Clay, Ste. 1250, San Francisco. Contact: Bill Storage, (415)495-6396, or *75250.1360@compuserve.com* . [Exp.#158.]

UNIX

UNIX SIG. Meetings: 2nd Tues., 7:00 pm, Amdahl Corp., 1250 E. Arques Ave., Sunnyvale. $10. Call: George Bosworth, (415)851-3304 or *georgeb@netcom.com* . [Exp.#161.]

WINDOWS

Bay Area Windows NT User Group. Meetings: 1st Sat., 1:00 pm, U.C. Berkeley. Using Windows NT in Internet/intranet environments. Contact: (510) 528-9895, or *edwin@wyp.net* , or URL: *http://wyp.net/users/ntgroup/* . [Exp.#158.]

Official Northern California Windows NT User Group. Meetings: 1st Weds., even-numbered months, 9am–12 noon, 950 Tower Ln., Ste. 900, (Microsoft Office) Foster City. All are encouraged to attend regardless of experience. No fee. Contact: Tracy, (415)591-7752 or *tracy@actioninc.com* . [Exp.#159.]

Windows NT Engineering Association of Silicon Valley (NETA). Meetings: Second Tues., 6:00 pm, Santa Clara County Office of Education building, 1290 Ridder Park Dr., San Jose. Idea exchange, new technology, job opportunities. Meetings will focus on design, set-up, and troubleshooting servers, system administration, and software development issues. No fee for first-time participants. Contact: (408) 437-8803. [Exp.#160.]

Windows SIG Of The Software Forum. Meetings: 1st Wed., 6:30 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $15. Call: Fran Finnegan, (415)288-4400 or *76244.145@compuserve.com* . [Exp.#161.]

ASSOCIATIONS

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, standing room only, Crocker Galleria, 50 Post St., San Francisco. $10 members, $15 guests. Call: (415) 979-8450. [Exp.#161.]

CSPA (Chinese Software Professionals Association). Meetings: 2nd Wed., 7:00 pm, Ming's Villa Restaurant, 1700 Embarcadero Rd., Palo Alto. Member: $15 dinner/presentation, $5 presentation only; non-members: $25 dinner/presentation, $10 presentation only. Contact: Steve Gu, (408)565-5175. [Exp.#160.]

International Interactive Communications Society. Meetings: 2nd Tues., 6:00 pm, Professional association for individuals involved in multimedia, from marketing to graphics and programming. Call: (415) 553-2300, hotline: (415) 252-8114. [Exp.#158.]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

Free BBS listings are limited to the board's name, phone number, hours, baud rates, parameters, and a ten-word description. Please let our readers know if your BBS is free or requires a fee. Because we have an ongoing problem of boards shutting down without telling us, much to the annoyance of would-be callers and the new phone number's owner alike, we will **delete these listings after they've run three months.** The notice at the end of the listing—Exp. #xxx—refers to the last issue number it will appear in unless renewed.

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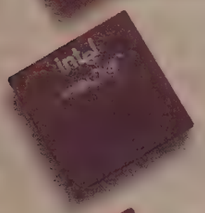

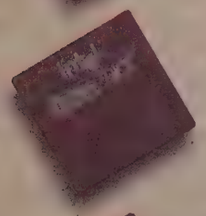

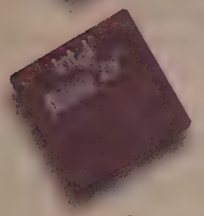

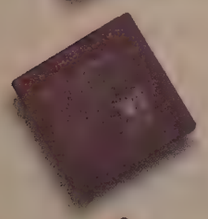

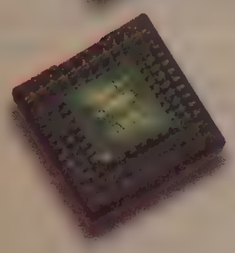

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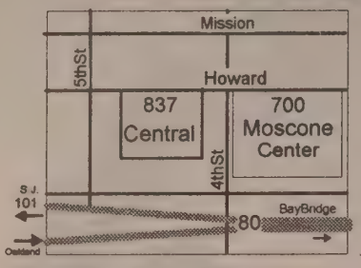

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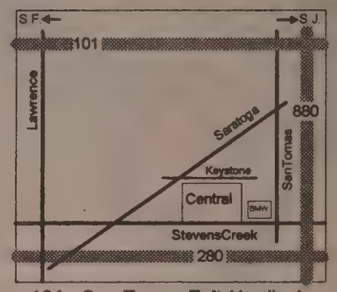

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- Zip Drive 100MB SCSI Ext ... 189
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- - Zip Disk 100MB : 3-Pack ... 48
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- 105MB Cartridge ... 55
- 270MB Cartridge ... 65
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- EZ 135MB SCSI Ext ... 139
- EZ Disk 135MB ... 19.99

7. I/O CARD

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KOUWELL
- KW508-E Single Parallel Port ... 12
- KW524H 2S /1P /1G ... 22
- KW524J-1 2S /2P w. 16550 chips ... 29
- KW524L 2S(FiFo) / 1P / 1G w. 16550 chips ... 32

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SIIG
- Cyberpro 2S Highspeed w. 16650 chips ... 55
- Cyberpro 4S Highspeed w. 16650 chips ... 89
- IO1809 2S/1P w. 16550 chips ... 39
- IIEEE 1284 EPP/ ECP/ Parallel Port ... 32

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°(price) ... SPECIALS , while supplies last

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8. KEYBOARD

FOCUS
FK2001 101 Click / 104 for Win'95 ..... 29/35
FK8000 101 w. Calculator 39
FK7200 101 Trackball 37

MICROSOFT
Natural Keyboard oem 69

NORTHGATE OMNI
101P 69
102P 69
Ultra TP 85
*Omnikey Evolution/Glide Point ..... *(109)*

SIIG
Minitouch 81-key Click 45
Supertouch 101 Click 53
W104 (for Win'95) 29
Wintouch 104 39

OTHERS
Antec 104 / Black 21.50/39
BTC 5100 Key Mini (80-key) 35
*Keytronic 104 ..... *(29)*
Maxi 101 / Maxi 124 ..... 33/49
Mitsumi 104 Model-R 29
Unikey Natural Keyboard 36

9. MEMORY

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4 x 9 - 60ns / 70ns (4MB) 39/39
1 x 36 - 60ns / 70ns (4MB, 72 pin) 39/39
2 x 36 - 60ns / 70ns (8MB, 72 pin) 69/69
4 x 36 - 60ns / 70ns (16MB, 72 pin) 139/139
8 x 36 - 60ns (32MB, 72 pin) 269
EDO 1 x 32 - 60ns (4MB) 25
EDO 2 x 32 - 60ns (8MB) 49
EDO 4 x 32 - 60ns (16MB) 109
EDO 8 x 32 - 60ns (32MB) 219
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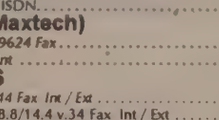

APEX
*PCMCIA 14.4 Type II Mobile Direct ..... *(85)*

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GVC (Maxtech)
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*Optima 288 v.34 Fax Voice Ext ..... *(245)*
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*BitSerfer Pro ISA for ISDN Int ..... *(298)*
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*Montana PCMCIA 28.8 ..... *(215)*
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*Premier 33.6 Modem Int / Ext ..... *(215/229)*

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*28.8 Fax Int ..... *(92)*

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PC28.8 v.34 Ext LCD 295
*PM144HC PM144FX144 Int ..... *(69)*
*PM144MT Mini Tower 144 Ext ..... *(85)*
*PM288HC PM28.8 v.34 Int ..... *(145)*
*PM288MT Mini Tower Ext ..... *(165)*

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Satisfaxion 400e 144/96 Fax Ext 335
Satisfaxion 428 28.8 v.34 325

SUPRA EXPRESS
33.6 Fax PNP Int oem 99
33.6 Fax PNP & Voice Int oem 105

US ROBOTICS

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Courier V. Everything Int 229
Courier V. Everything Ext 255
Sportster v.34 33.6 Fax Int oem / reg 119/135
Sportster v.34 33.6 Fax Ext 149

Courier ISDN v.34 Int / Ext 375/399
Courier ISDN v.34 with NT1 Int / Ext 415/485
Courier ISDN with Analog Int / Ext 445/525
Courier PCMCIA 28.8 279
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*Sportster ISDN 128k Int ..... *(325)*
Sportster 14.4 Win Modem Int 59
Sportster 28.8 Win Modem Int 109
Sportster v.34 28.8/14.4 Fax for MAC 215
Sportster v.34 33.6 Fax/ Voice / w. Speaker Phone Int oem / reg 135/165
Sportster v.34 33.6 Fax/ Voice/ w. Speaker Phone Ext 189
*Sportster PCMCIA Fax v.34 28.8 ..... *(199)*
Total Control Modem Pool/8 2950
Total Control Modem Pool/16 5560

WISECOM
*WS-2814IS6/W 28.8 Data / Fax / Voice Int ..... *(139)*

XIRCOM
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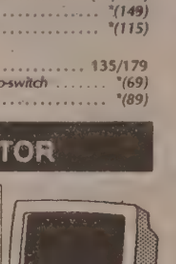
11. MONITOR

For your comparision, we display same pictures on 20 big monitors using VGA splitters.



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L1564+ 15" 1280 x 1024 .28 289

NANAO
F2.17 17" 1280 x 1024 .28 NI 825
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*T2.17 17" 1280 x 1024 .25 NI, Trinitron ..... *(965)*
T2.17TS 17" 1280 x 1024 .25, Diamondtron 899
TX-C7S 17" 1600 x 1200 .25, Trinitron 999
T2.20 20" 1600 x 1280 .30 NI, Trinitron 1759
FX2.21 21" 1600 x 1280 .26 2865

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C500 15" 1280 x 1024 .28, plug & play 389
*M500 15" 1280 x 1024 .25 NI ..... *(449)*
XV15 Plus 15" 1024 x 768 .28 435
*M700 1280 x 1024 .25 NI ..... *(769)*
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V665 15" 1280 x 1024 .28 NI, Digital 345
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*C1791E 17" 1280 x 1024 .28 NI (demo unit) ..... *(545)*

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*Ultra 17 Plus 17" 1600 x 1280 .28 NI ..... *(615)*
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*SRC-2002L 1600 x 1280 NI ..... *(1025)*
*SRC-2102L 1600 x 1280 Ni ..... *(1125)*

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*17GA 17" 1280 x 1024 .27 NI, plug & play ..... *(689)*
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WY-65 Terminal 14" : Amber/ Green/ White .. 345 each
WY-150 Terminal 14" : Amber/ Green/ White . 325 each
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586-90 / 133, 256k PCI EISA, dual processor 445
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P55TVP4 586-200Mhz, PCI, , T3, 256k Burst SRAM 169
P6NP5 Pro 200Mhz, w. IDE I/O & 440FX chipset .. 315
P65UP5 Pro 200Mhz, dual Pentium® slots 625
XP55T2P4 586-200, PCI, ATX, 256k Burst SRAM... 175

INTEL (w/o cpu)
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Atlantis 586-166Mhz PCI, Triton, built-in IDE I/O, ATI Mach 64 1MB SVGA & Vibra Sound
w. 256k Burst SRAM 259
w. 512k Burst SRAM 289
Marl 586-166Mhz, 256k, ATX 155
Tucson TC430HX 586-200, ATX, 256k Burst SRAM 209
Venus Pro 200Mhz, IDE I/O, w. 440FX 315

M-TECH (w/o cpu)
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586-166Mhz 256k PCI, 30-pin & 72-pin,
w. Burst SRAM 256k 139
T2 586-166Mhz 256k w. Burst SRAM 159

MICRONICS (w/o cpu)
M54PI 586-133Mhz w. IDE I/O (Neptune) 165
M54Hi Plus 586-166 256k, Trition, w. Burst SRAM . 219
M54Hi Plus 586-166 256k, Triton, w. Burst SRAM & Sound Card 279

SHUTTLE (w/o cpu)
HOT-433 486-DX4-133Mhz 256k, PCI, IDE I/O ... 119
HOT 541 586-166, PCI, Triton, IDE I/O 256k SRAM 139

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- w. Burst SRAM 256k, w/o cpu 185
- w. Burst SRAM 512k, w/o cpu 209
P5STE 586-166 256k, PCI, built-in EIDE I/O, T2
- w. Burst SRAM 256k, w/o cpu 199
- w. Burst SRAM 512k, w/o cpu 225
*P6DNF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & 440FX chipset ..... *(529)*
*P6DOF Pro 200Mhz, dual Pentium® slots, w. IDE I/O & Orion chipset ..... *(549)*
P6DNE Pro 200Mhz, dual Pentium® slots 439
SNEPRO6 Pro 200Mhz, w. IDE I/O & 440FX 319

13. MOUSE & JOYSTICK

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*Expert Serial & Trackball 5.0 ..... *(89)*
*Mouse in a Box ..... *(29.95)*
Thinking Mouse (serial & PS/2) 79

LOGITECH
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Mouseman 96 52
Mouseman Bus 64
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Trackman Live Cordless 125
Trackman Marble (for Win'95) 85

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Home Mouse Serial 29
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Omni Mouse (new version) 26
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*ANTEC Serial Mouse ..... *(6.95)*
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3C589C PCMCIA Combo / 5-Pack ..... *(179)/895*
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3C597-TX EISA 10/100 TP 239
3C861 Impact ISDN S/T Interface Int 349
3C862 Impact ISDN U-Interface, built-in NT1, Int .. 425
3C871 Impact ISDN Digital Modem Ext 349
3C882 Impact IQ ISDN with V.32bis Ext 365
3C900 PCI TPO oem / reg 95/115
3C900 PCI Combo oem / reg ..... *(119)/135*
*3C905-TX PCI 10/100 TP oem ..... *(129)*
- single reg / 5-Pack 159/645
3C16170 Link Builder (12TP) 325
3C16670A Superstack II 12 Port Hub 495
*3C16671A Superstack II 24 Port Hub ..... *(849)*
3C16700 TPO Office Connect HUB (8TP) 149
3C16701 TPC Office Connect HUB (8TP + BNC) .. 189
3C16710 TPM Office Connect HUB: (8TP + BNC + Management) 459
3C16901A Switch 1000 12 Port 1 Fast 2495
*3C16900A Switch 1000 24 Port 1 Fast ..... *(2895)*
3C16941A Switch 3000TX 8 of 100TX Port 5295
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ANA-6940TX PCI Quartet Fast (4UTP) 745
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ATM 25.6Mb/s 512k PCI 389
ATM 155 Mb/s 512k PCI UTP 725
*EM525 Ethernet 16 Combo ..... *(69)*
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Transceivers: 210TS (AUI - TP) for SUN Sparc 29.50
Workgroup Hub 3012TR 12 Port (12TP+AUI+BNC) 239
Workgroup Hub 3016TR 16 Port (16TP+AUI+BNC) 265
Workgroup Hub 3024TR 24 Port (24TP+AUI+BNC) 365

ARTISOFT (Lantastic)
*Corstream Server 5-user (8340) ..... *(399)*
- upgrade to dedicated server 59
HUB: 8 Port (8TP + BNC) 189
Lantastic 7.0 for Single - CD / FD 85/89
- upgrade for single - CD / FD 55/65
Lantastic 7.0 10-user - CD / FD 355/359
- upgrade for 10-user - CD / FD 245/255
Lantastic 7.0 1-user Add On 129
Lantastic 7.0 Starter Kit 2-user - CD+FD 249
Lantastic for OS/2 99
Lantastic for TCP/IP single / 5-user 199/785
Lantastic PowerSuite :
- 1 / 5 / 10 / 25-user 149/599/1075/2295
- conversion for 1 / 5 / 10-user 89/345/595
*NR-SI 2000C Coax / TP ..... *(74/75)*
NR-SI 2000A Combo 85

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*10T HUB 12 Port (12TP + 1BNC + 1AUI) ..... *(239)*
*EtherPAC 2000+ T ..... *(55)*
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P130-UBRI-FT1 ISDN 1250

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CG1001E02 Bay Stack 24 Port 1095
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Lattishub 2803: 16TP + 1AUI Stackable 599
Lattisswitch 28115 10/100 TP 16 Port 6995

BOCA
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*BEN210 8 Port HUB ..... *(105)*
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JetPress MIO TP (network printer server) 339
JetPress XIO Coax + TP 369
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- Ethernet BNC & 10BaseT (2P, 1S) 369
- Ethernet BNC & 10BaseT (2S 2P) 435

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- upgrade Workgroup edition 239
Arc Serve 6.0 for Win - 50 to 1000-user 1095
- upgrade Workgroup edition 415
*Arc Serve for Win NT Single Server ..... *(415)*
*Arc Serve for Win NT Enterprise ..... *(725)*
Arc Serve for Mac - 5 / 20-user 159/309
Arc Solo Backup s/w for Dos / for Win 119/118
Fax Server NLM 3.01 - 5 / 10 / 25-user ... 355/639/999
Inoculan for Netware Server 4.0 Unlimited 585
Inoculan for Win'95 (Anti-Virus) 45
Inoculan for Win NT Workstation Client 46
Inoculan for Win NT Single Workstation 59

CISCO
CPA-2514A Router 2250
CPA-202 Personal Office ISDN - BRI w. NT1 425
CPA-751 ISDN BRI 625
CPA-751RO ISDN BRI Remote Office 995

CNet (Advanced Network)
930 PCI PNP Full Duplex 39
2000E+ PNP ISA Combo 28
3270 Emulation for PC / for PS/2 ..... 175/195
4020ERP 2 Port Coax Repeater 165
5250 Emulation for PC / for PS/2 ..... 199/235
*8800TPC HUB: (8TP + BNC) ..... *(89)*
*8816TPC HUB: (16TP + BNC) ..... *(179)*
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1616i SNMP Intelligent 16 Port Hub 635
1616M SNMP Manageable 16 Port Hub 395
*2900P2 PCI Combo ..... *(49)*
6200P2 PCMCIA (type II) BNC+TP 115
*7000P3 32bit VLB Combo ..... *(75)*
*9400P3 32bit PCI Combo (DEC, full duplex) ..... *(69)*
EN-800A Slim 8 Port HUB 115
*EN-1600 16 Port HUB R.M. ..... *(195)*
EN-2400 24 Port HUB R.M. 359
ER-200 2-port Repeater Coax 185
ER-400 4-port Repeater Coax 299
ET-510 Translator (UTP to AUI) 107
ET-509 Translator (UTP to BNC) 109
*FE-1000TX ISA 100BaseTX 10/100 ..... *(128)*
*FE-1400TX PCI 100BaseTX 10/100 ..... *(129)*
Print Server (2P 1S) NW / Unix / Appletalk 295
*SE-H12TX 100BaseT 12 Port HUB ..... *(1295)*
SH-7105 Switching Hub 5 Port 10BT + 1 Port 100TX. 1495
TR-4016 Token Ring ISA 269
Token Ring MAU 8 Port 265

DCA
IRMA Workstation 2.1 for Dos / for Win 259/359
IRMA 3270 Conversion ISA 445
IRMA 3270 for Mac II / LC / SE 735

DEC
Bridges, Routers, Hubs ..... Call

DIGI INTERNATIONAL
Data Fire : Client ISDN (2B, 1D, 128Kb/s) 395
IMAC Bridge 1 ISDN / Dual IMAC 1165/1595
PC IMAC-ISA : Server, 1ISDN 525
PC IMAC/4-1 : Multi ISDN Expension 665
PC IMAC/4-2 / PC IMAC/4-4 ..... 1050/2075

FARALLON
Connection Products for PC & MAC ..... Call

FRONTIER
Super TCP / SuperWeb ..... Call

FUJITSU
PCMCIA Ethernet TP 135
PCMCIA Ethernet Combo 179
PCMCIA Ethernet TP + SCSI 295

HP
Advanced Stack 8 Port HUB 10BaseT 245
*Advanced Stack 12 Port HUB ..... *(535)*
- with SMNP 845
*Advanced Stack 24 Port HUB ..... *(899)*
- with SMNP 1295
*J2382B Jet DirectEX (for HP 5P & others) ..... *(165)*
J2547B Flash Simm for J2382B 89
J2550A Jet Direct TP (for HP 4 series) 299
J2552A Jet Direct Combo (for HP 4 series) 345
J2573A 10/100 VG Selectable ISA 169
J2585B 10/100 VG Selectable PCI 135
J2591A Jet DirectEX Plus Combo 295
J2593A Jet DirectEX Plus 3 Combo 439
J2980A Advance Stack 10/100 Lan Switch-16 5295
NETSERVER ..... call

IBM
ISDN Wave Runner ISA 495
Token Ring 16/4 Auto ISA 16 245

INTEL
EILA 8225 EtherExpress 32 Flash EISA Combo 219
*EILA 8265 PRO/100 for EISA ..... *(199)*
MCLA 8120 MCA TP 175
*PILA 8520-TPO PRO/10 PCI oem ..... *(85)*
*PILA 8465B PRO/100 PCI TP oem / 5-Pack .. *(125/495)*
EtherExpress Pro 10 bit cards :
- PCLA 8200 BNC +AUI +TP oem / reg 89/115
*- PCLA 8200 5 Pack ..... *(499)*
*- PCLA 8210 BNC + TP oem / reg ..... *(79/104)*
*- PCLA 8210 5 Pack ..... *(449)*
*- PCLA 8220 TP oem / reg ..... *(69/99)*
*- PCLA 8220 5 Pack ..... *(395)*
- PCLA 8205 Flash BNC+AUI+TP 135
- PCLA 8215 Flash BNC + TP 125
- PCLA 8225 Flash TP 115
EC100TX Stackable 12 Port 100 TX Hub 1595
*- bundled with 10-pack PILA 8465B ..... *(2395)*
ES100-TX Switching Hub 3395
LANdesk Server Manager Pro (LDSMV251) 1185
LANdesk Virus Protect 3.0 (SLAN1218V30) 665
LANdesk Workgroup Manager 25 Node (LEWMV10) 559
Netport Express Pro / 3-pack 399/1050
Netport Express XL / 3-pack 435/1295

LANPRO
*2000/T 16 bit TP ..... *(28)*
*EN2000PXA PNP Full Duplex Combo ..... *(35)*
EN5100 PCI Combo 79
*EN5200PX PCI Combo ..... *(44)*
EP3020A Pocket Combo 99
*HUB : 5 Port (5TP) ..... *(69)*
*HUB : 8 Port (8TP + BNC) ..... *(85)*
*HUB : 16 Port (16TP + BNC) Desktop ..... *(159)*
*HUB : 16 Port (17TP + 1AUI + 1BNC) ..... *(189)*

MEGAHERTZ
*XJ10BT PCMCIA Ethernet TP ..... *(125)*
*XJ10BC PCMCIA Ethernet Combo ..... *(165)*
*XJEM 3288T: Modem 28.8 + Ethernet TP ..... *(299)*
*XJEM 3288C: Modem 28.8 + Ethernet Combo ... *(325)*

MICROCOM
Lan Express 2000 4 Port 2550
Lan Express 2000 8 Port 3550

MICRODYNE (Eagle)
*EH800E 8 Port HUB ..... *(139)*
EH1200E 12 Port HUB 199
NE 10/100 : ISA / PCI 139/135
*NE2000+ TP / 5 pack ..... *(75/329)*
*NE2000+ Combo / 5 pack ..... *(85/399)*
*NE2500 Combo, plug & play oem ..... *(55)*
NE3200 EISA Coax / TP 445/445
NE3210 EISA 32 bit Combo 185
*NE5500 32 bit PCI ..... *(109)*
Synchronous .35 WAN Adapter / .35+ 450/869

MICROTEST
CD-Now (w/o Netware) 415
CD-Now for Netware : 25-user / 50-user 489/695
Disc View Pro 265
Disc Serv (includes Disc View) 529

NATIONAL SEMICONDUCTOR
InfoMover NE2000+ Combo 69

NETWORTH
100 Base TX 8 Port HUB 1375

NOVELL
Lan Workplace 5.0 single / 10-user 195/1295
Netware 3.12 (3.5" FD or CD)
- 5 / 10 / 25-user ..... *(675/1395/1695)*
- 50 / 100-user ..... *(1950/2995)*
Netware 4.11 (new version) ..... Call
Netware Connect 2 Ports / 8 Ports 355/1375
Netware Connect 32 Ports 3895
Netware Management Agents 335
Netware NFS v1.2C 2850
Netware NFS Service 2.1 2195
NFS Client for Lan Workplace 205
Personal Netware oem / reg 39/75
*Unixware Personal Edition v2.01 - CD version .... *(245)*
*Unixware SDK v2.1 - CD version ..... *(75)*

PALINDROME
*Network Archivist NLM 3.1A Backup ..... *(395)*

SHIVA
LanRover/2E Plus 3.5 Async TP v.34 1695
NetModem/E 28.8 Ether BNC + TP 1295

SMC
Ether EZ Combo oem / reg ..... *(79)/115*
*Elite Ultra 16 Coax (8216B) oem ..... *(69)*
Elite Ultra 16 Combo oem 89
Elite Ultra 32 EISA Combo 215
Etherpower PCI TP (8432T) oem / reg ..... 99/(125)*

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- We build custom configured networks & systems for local and wide area networks
- Cable installation and repair services
- Email server / Proxy server / Internet service provider

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"NETSERVE" Specialist
A division of Central Computer Systems

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Etherpower PCI Combo oem / reg ..... *(119/155)
Etherpower PCI 10/100 (9332DST) oem / reg *(125/145)
Netware Boot ROM for Ethernet v1.3 ..... 29.50
Tiger HUB:100TX 8 Port / 16 Port 1195/2395
Tiger HUB:3212TC (12TP + BNC + AUI) 369
Tiger Switch XE 24 Port 6895

THOMAS CONRAD
TC5143T ISA TP / 6-Pack 79/395
TC5048T PCI TP / 6-Pack 145/635
TC5048T2 PCI Combo / 6-pack 175/785

WISECOM (5 yr warranty)
E300CT PCI 32 bit Combo 65
H008CAT 8 Port HUB (8TP + AUI + BNC) ..... *(89)
P200CT 16 bit ISA Combo, plug & play 39
R200CT 16 bit ISA Combo 35

XIRCOM
PCMCIA CE3-10BT TP ..... *(139)
PCMCIA CE3-10BC Combo ..... *(175)
PCMCIA CE3-100BTX 10/100 225
PE3-10BT Pocket Adapter TP ..... *(259)
PE3-10BC Pocket Adapter Combo ..... *(279)
PS-CEM28-BT 28.8 Modem + Ethernet TP ..... *(295)
PS-CEM28-BC 28.8 Modem + Ethernet Combo .. *(345)

CABLES & ACCESSORIES :

Custom-made Cables, Cross-Overs available..... call

15. Notebook/ Laptop/ Desktop

ACER / NEC
Notebooks ..... call

AST (1 yr warranty)
Acentia 950/P-90: 8MB, 1.2GB, 10.4" Active 1795
Acentia 950/P120: 8MB, 800MB, 10.4" Active ... 1975
Acentia J50/P133: 8MB, 800MB, 14.4 2499
Acentia P50/P133: 8MB, 1.2GB, 4X CD, 11.3" Dual 3199

CHEM USA
ChemBook 5400: 8MB, 800MB, 6X CD, Dual Scan 11.3" w. Win'95 : - P100Mhz 2085
- P133Mhz / P166Mhz 2195/2395
ChemBook 5580: 8MB, 800MB, 6X CD Removable, Dual Scan 11.3", Soft MPEG built-in
- P100Mhz / P133Mhz 2199/2299
- P150Mhz / P166Mhz 2399/2499
All systems w. 16MB built-in ..... add 85
All systems w. 32MB built-in ..... add 250
Internal Battery / External Battery 85/175
Upgrades: - TFT 10.4" Active 225
- TFT 12.1" Active 595
- 1.08GB / 1.3GB HDD ..... add 50 /150
- 2GB HDD ..... add 450
With Win'95 loaded ..... add 90

DFI
(All 7200 includes 256KB cache, MPEG s/w, 1.44 FD, built-in sound, carrying case, AC/DC Adapter)
D7200: 10.4" Dual Scan, 8MB, 810MB HDD,
- P75Mhz / P100Mhz 2095/2145
- P120Mhz / P133Mhz 2245/2365
T7200: 10.4" Active, 8MB, 810MB HDD,
- P75Mhz / P100Mhz 2345/2395
- P120Mhz / P133Mhz 2485/2595
T7210: 11.3" Active, 8MB, 810MB,
- P120Mhz / P133Mhz 2685/2795
All Systems with 16MB RAM built-in ..... Add 85
All Systems with 24MB RAM built-in ..... Add 195
All Systems with 32MB RAM built-in ..... Add 325
Upgrades: - fr 810MB to 1.3GB HDD 165
- 4X CD Rom 225

HP
LAPTOP:
Omnibook 5500CS/100 (F1331A): 16MB RAM, 810MB HDD, 16-bit Sound, 11.3" Dual Scan 2449
Omnibook 5500CT/133 (F1321A): 16MB RAM, 1.35GB, 16-bit Sound, 12.1" Active 4575
Omnibook 5500CTS/133 (F1320A): 16MB RAM, 2GB, 16-bit Sound, 12.1" Active 4895

DESKTOP:
Vectra XM4/133 (D3977A): P-133, 16MB RAM, 1.28GB, 1.44FD, Mid Tower, SVGA 1MB, HP Keyboard & Mouse 1745
Vectra XM4/166 (D4224A): P-166, 16MB RAM, 2.5GB, 1.44FD, Mid Tower, HP Keyboard & Mouse..... 2665
Vectra XU6/200 (D4347N): P-200, 32MB RAM, 2GB, SVGA 2MB, Ethernet 10/100, 4X CD, HP Keyboard & Mouse 4495

Panasonic / Samsung / Toshiba
Notebooks ..... call

OTHERS
US ROBOTICS: Pilot 1000 Pocket Organizer..... 279
US ROBOTICS: Pilot 5000 Pocket Organizer..... 355
- 1MB upgrade 159
- Cable for Mac 25
- Pen 3-pack 7.95

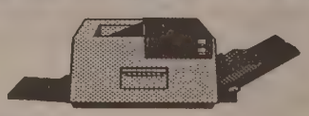
16. POWER SUPPLY

AMERICAN POWER CONVERSION
BK-280 Back-UPS (200W) 105
BK-400 Back-UPS (300W) 154
BK-450 Back-UPS (325W) 179
BK-600 Back-UPS (425W) 239
BK-900 Back-UPS (650W) 345
BP-280 Back-UPS Pro PNP 159
BP-420 Back-UPS Pro PNP 235
BP-650 Back-UPS Pro PNP 289
SU-450 Smart-UPS (486, 586 WS) 285
SU-700 Smart-UPS (486, 586 FS) 345
SU-700 Net (w. Power Chute Plus)..... 399
SU-1000 Smart-UPS (486, 586, FS & WS) 485
SU-1000 Net (w. Power Chute Plus)..... 535
SU-1400 Smart-UPS (950W) 625
SU-1400 Net (w. Power Chute Plus)..... 665
SU-2200 Smart-UPS 1065
SUVS-420 Smart Value Server 239
SUVS-650 Smart Value Server 295
SUVS-1000 Smart Value Server 415
PowerChute Plus :
- for Novell 65
- for OS/2, Lan Server, 3 Com 75
- for Unix / Xenix 99
- for Win'95 / for Win NT 55/69
Surge Arrest (PER 7) 17.99
Surge Arrest w. TEL (PER 7T) 24.99
Surge Protector (P7) 9.99

PC POWER COOLING
CPUcool for 486 or 586-75 / 133 ..... 19.95
CPUcool for 586-150 / 166..... 21.95
Silencer Slim 230 for Baby or Mid Tower ..... *(75)
Silencer 230 Full Tower..... 95
Silencer 270 :
- Slim for Baby or Mid Tower 125
- for Full Tower 149
Standard 230 for Full Tower 85
Turbo Cool 300 :
- for Slim (baby or mid tower) ..... *(115)*
- for Full Tower 148
Turbo Cool 400 :
- for Full Tower / for Slim ..... *(185/185)*
Turbo Cool 450 for Full Tower 285
Turbo Cool 550 for Full Tower 375
Twinpower 900 (redundant) 895

OTHERS
250W for Baby AT 45
250W for Baby or Mid Tower..... 45
250W for AT / for Full Tower 47/49
300W for Full Tower 69
400W for Full Tower 115
500W for Full Tower 235
550W for UPS 279
1200W for UPS 659
RPT-600 300W Redundant for Tower 179

17. PRINTER / PLOTTER



BROTHER
HL-720 True 600dpi, 6ppm, Laser 365
HL-730-DX True 600dpi, 6ppm, Laser 445
HL-960 True 600dpi, 12ppm, Laser 995
HL-1260 True 1200dpi, 12ppm, Laser 1225
MFC-690 5-in-1, fax/ copy/ scan/ PC fax/ print 269
MFC-890 6-in-1, fax/ copy/ message center / scan/ PC fax/ print 299
MFC-4550 5-in-1, 600dpi, Laser, Fax..... 799

CANON
BJ-10SX w. Sheet Feeder (ASF-6420)..... *(145)*
BJC-70 Color, 720x360dpi, 346cps ..... *(299)*
BJ-210 Color, 360x360dpi, 25ppm..... 175
BJC-610 Ink Jet, Color, Par, 720dpi ..... *(425)*
BJC-4100 Ink Jet, Color, 360x720dpi ..... *(265)*

EPSON
FX-870 9-pin 299
FX-2170 9-pin, Wide (max. 6 copies)..... *(399)*
LQ-570 Plus 24-pin 259
LQ-870 24-pin, Par 455
LQ-2170 24-pin, Wide 549
Stylus 200 Color 720dpi ..... *(199)*
Stylus 500 Color Inkjet 720x720dpi..... *(279)*
Stylus Pro Color, laser quality ..... *(385)*
Stylus Pro XL 1695
Stylus 1500 720dpi, fit A - C size paper 925

Accessories :
Black Ink for II & IIS 19.95
Color Ink for II & IIS 29.95

HP
Color Laser Jet C3961A..... 5699
Desk Jet 680C 299
Desk Jet 820CXi / 870CXi..... 389/495
Desk Jet 1600C PC, Mac 1299
Desk Jet 1600CM Postscript PC, Mac 1919
Laser Jet 4V / 4MV (B size)..... 1895/2695
Laser Jet 5 / 5Lfs..... 1235/459
Laser Jet 5N / 5M 1475/1689
Laser Jet 5P / 5MP 849/945
Laser Jet 5Si / 5SiMX 2699/3750
Laser Jet 6P / 6MP 745/889
Office Jet 330 4-in-1, print/ fax/ scan/ copy 575
Portable 340 299

PLOTTERS
Design Jet 350C: D Size / E Size 2195/2850
Design Jet 750C: D Size / E Size 5095/6095
Design Jet 755CM: E Size 9795

Accessories :
Color Kit C3067A for 540 / C4533A for 600 .. *(37/39)*
500 Sheet Feeder C3921A for 5 225
Duplex C3762A for 5Si / 5SiMX 479
Duplex C3920A for 5 / 5N / 5M..... 475
Lower Cassette C3760A for 4V / 4MV..... 325
Postscript C2013A for 4Si 575
Power Envelope Feeder C3927A for 5 259
Printer Pals for 850C / for 4, 4L, 5L ..... 169 ea.

Ink Cartridges :
Black (HP51626A) for 500, 540, 560 ..... 24.45
Color (HP51625A) for 500C, 550C, 560C 26.95
Black (HP51629A) for 600, 660 ..... 24.95
Color (HP51649A) for 660C 29.25
Black (HP51645A) for 850C, 855C, 1600C 24.95
Color (HP51641A) for 850C, 855C, 1600C .... *(19.95)*
Black (HP51640A) for 1200C 23.95
Cyan (HP51640C) for 1200C 27.95
Magenta (HP51460M) for 1200C 27.95
Yellow (HP51640Y) for 1200C 27.95
Black (HPC3105A) for Color Laser Jet..... 7.95
Cyan (HPC3102A) for Color Laser Jet..... 32.95
Magenta (HPC3104A) for Color Laser Jet..... 32.95
Yellow (HPC3103A) for Color Laser Jet 32.95

Toner Cartridges :
Toner (HP92295A) for II, IID, III, IIID 75
Toner (HP92275A) for IIP, IIP+, IIIP 74
Toner (HP92291A) for IIISi, 4Si, 4SiMX..... 129
Toner (HP92298A) for 4, 4M, 4+, 4M+ 109
Toner (HP92274A) for 4L, 4ML, 4P 65
Toner (HPC3900A) for 4V, 4MV 139
Toner (HPC3906A) for 5L, 5ML..... 59
Toner (HPC3903A) for 5P, 5MP 75

LEXMARK (IBM printers)
Optra E 600dpi, 6ppm, 1MB..... 545
Optra C 600dpi, 3ppm color, Postscript, 8MB ... 5795
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB 1895
Optra LXi+ 1200dpi, 16ppm, 8MB, Postscript, w. Ethernet Combo..... 2595
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm..... 1295

MICROTEK
TrueLaser MTP-306 35 fonts, 6ppm, 2MB ..... *(599)*

OKIDATA
ML184T 9 pin, Par (max. 5 copies) 239
ML320 9 pin (max. 5 copies) 335
ML590 24-wire (max. 5 copies) 449
ML591 24-pin, Wide (max. 5 copies) 625
OKIJET 2010 Color, 600dpi..... *(245)*
OKIPAGE 4W Laser 4ppm..... *(299)*
OL600E Laser 389
OL610E Laser 495
OL610e/PS Laser Postscript ..... *(725)*
OL1200 Laser 12ppm, 600x600dpi, 2MB ..... *(949)*

PACIFIC DATA
ProTracer II Ink Jet (CAD Plotter) 695

Accessories:
HP-GAL Emulation Card..... 375
Ink Cartridges 19.50
Postscript Emulation Card 375
Sheet Feeder I / Sheet Feeder II..... 99/95

PANASONIC
1150 9-pin, 55dBA 139
2130 Quiet Dot Matrix 199
2135 Quiet Dot Matrix, Color..... 255
3123 24 pin, Quiet, Scalable Fonts 259
3124 24 pin, Scalable Fonts, LCD 329
3626 24 pin, Quiet Wide-carriage 399
J250 Ink Jet, 300dpi, 128 nozzle printhead ..... *(259)*
4440 Laser 10ppm ..... *(855)*
4455 Postscript 11ppm 1695
5400 Led Postscript 4ppm 345
KXP-6100 600dpi 6ppm 399

SEIKO
Smart Label Printer EZ30 145
Smart Label Printer Pro 225
Standard Label (2 rolls) 7.95

SUMMAJET (Plotter)
1324M Mono A - D Size 1990
1324C Color A - D Size 2250
1336M Mono A - F Size 2465
1336C Color A - F Size 2695
D Size Stand / E Size Stand 325/365

18. PROJECTOR

3M, NEC
projection products ..... Call

PROXIMA
Desktop DP2810 LCD 8.4" 33mm 640 x 480 3850
Desktop DP5100..... 5850
Ovation 810 LCD 8.4" 2M Color, 640 x 480 2065
Ovation 920 10.4" LCD 16.7M 1280 x 1024 8150
Ovation+ 840 8.4" LCD 16.7M 800 x 600..... 2995
Ovation+ 846 10.4" LCD 16.7M 800 x 600 3895
Portable Overhead A653 3000 Lumens 475
Portable Overhead A655 4000 Lumens 799

19. SCANNER

AVISION
AV100 Color Scanner 299

DELRINA
WinFax Pro Scanner ..... *(299)*

FUJITSU
Scanning products ..... Call

HP (flatbed)
ScanJet 4C Color & Gray Scale w. Kit 859
- Auto Document Feeder 475
- Transparency 635
Scanjet 4P Color/ Grayscale 495

LOGITECH (hand)
Page Scan Color ..... *(295)*
Scanman Color + PhotoShop LE. 189

MICROTEK (flatbed color)
Scan Maker III w. TMA & Photoshop OCR ..... *(1999)*
Scan Maker E3 600dpi, Color, PhotoImpact OCR . *(315)*
Scan Maker E6 1200dpi, w. Imagester OCR..... 565
Scan Maker E6 Pro 1200dpi w. Photoshop OCR ... 750
Slide 35T 1800dpi, 16.8M Color, w. Photostar..... 725

VISIONEER
PaperPort VX for Win (HP4S design)..... *(269)*

20. TAPE BACKUP

ARCADA (software)
Back Up for Windows '95..... 65
Back Up Exec for Netware WS - Dos / Win 89
Back Up Exec for Netware Enterprise 7.11 845
Back Up Exec for Netware Single Server 435
Back Up Exec for Netware 1 Server 25-user 315
Back Up Exec for Windows NT Enterprise 6.11 795
Back Up Exec for Win NT Server 6.11 439
Back Up Exec for Win NT Workstation 189

COLORADO
DJ-35D (Jumbo 350) 340MB Int 79
DJ-50C (Jumbo 1400) 1.3GB Int w. Controller 175
PT-25 PowerTape 2GB 300Kb/s Int 965
PTE-25 PowerTape 2GB Ext SCSI 1095

EXABYTE
EXB-2501 1 - 2GB SCSI-2 Int / Ext 475/629
Eagle 96 3.2GB Int (Floppy I/F) ..... *(175)*
Eagle TR3 (603003-000) 3.2GB w. accel card Int ... 245
Eagle TR3 (603003-004) 3.2GB Int 159
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext... 1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext.... 1899/2199
EXB-8700E 8mm 7 - 14GB Ext..... 1465
EXB-8700LT 8mm 5 - 10GB Ext...... *(1045)*

HP
C1534 4mm Dat. 2-4GB SCSI Int ..... *(549)*
C1536 4mm Dat. 4-8GB SCSI Int ..... *(649)*
C1533 4mm Dat. 8-16GB SCSI Int 845
Colorado T1000 850MB Travan w. cartridge Int... *(139)*
Colorado T1000 850MB, printer port Ext 175
Colorado T4000S 4GB Travan Int..... 359
HP Mounting Frame to 5.25" for C1533 27
HP Mounting Frame to 5.25" for C1534 25
HP Mounting Frame to 5.25" for C1536 25

IOMEGA
Ditto 800MB Travan Int 125
Ditto 800MB Travan Parallel 145
Ditto 2GB Int / Ext 165/215
- 2GB Tape / 3-pack 19.95/57
Ditto 3200MB (QIC 3010/ 3020) Int..... 235
Ditto 3200MB (QIC 3010/ 3020) Parallel 289

MYTAPE
1.6GB Travan Int 159

NOVASTAR (software)
Backup / Restore for MAC 58
Novaback 4.58 for Dos 59.50
Novaback for Windows SCSI / QIC 56/59
Novaback for Win '95 SCSI / QIC..... 55/58
Novabakc for OS/2 58

SEAGATE (former Conner)
CNR-4320RT 2GB Int w. 5.25" rail..... 675
CNR-4326NP 4mm 8GB Dat. SCSI Int 3.5" 815
CNR-4326RP 8GB w. 5.25" rail 835
CNR-4350XT 2GB Ext 685
CNR-4324N 2 - 4GB SCSI Int..... 459
Tape Stor 350MB Int ..... *(69)*
Tape Stor w. cartridge 420MB Int 139
Tape Stor w. cartridge 800MB Travan Int..... 139

21. VGA CARD

ATI
3D Expression 2MB DRAM 149
Graphics Pro Turbo 2MB PCI ..... *(189)*
Graphics Pro Turbo 4MB PCI 1600 ..... *(289)*
Video Expression 2MB PCI..... *(99)*

DIAMOND
Stealth 3D 2400XL 4MB PCI 185
Stealth 64 1MB DRAM PCI 75

(price) ..... SPECIALS , while supplies last

http://www.centralcomputer.com for update price & catalog

Stealth 64 2MB DRAM PCI 95
Stealth Video 64 2MB VRAM PCI, upgradable 159
- 2MB upgrade 99
Stealth Video 64 4MB VRAM PCI 259

LEAKTEK

M-Mate Pro II (external video encoder) 99
Winfast 280 VGA & MPEG-1 w. 1MB / 2MB . 145/165
Winfast 430 VGA 2MB VRAM 135

MATROX

IMP Plus 220 2MB PCI ..... *(165)
Millenium PCI w. 2MB / 4MB 189/269
- upgrade 2MB / 4MB / 6MB 99/179
- upgrade 6MB oem / reg ..... *(239)/249
Mystique 3D PCI w. 2MB 169
- upgrade 2MB 85
Mystique 3D PCI w. 4MB 239

NUMBER NINE

FX Motion 771 VRAM PCI 2MB oem ..... *(225)
FX Motion 771 VRAM PCI 4MB oem ..... *(329)
Imagine 128 Series II 4MB PCI 625

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI 49
Tarantula 64 MK II 2MB VRAM VLB / PCI ... 129/129
Tarantula 64 MK II 4MB VRAM VLB / PCI ... 179/179
Tarantula Lite 64 DRAM w. 1MB / 2MB 49/69
Tarantula 3D DRAM Pn'P w. 2MB / 4MB 105/129

OTHERS

Boca Voyage Movie Player Accelerator VGA 285
Movie Plus 1100 MPEF Decoder 199
Televiewer / Televiewer Plus. 139/189
Trident 8900 1MB ISA 49
Trident 9680 1MB PCI 49
Tvator Pro PC/MAC VGA to NTSC Scan Converter . 159
Tvator Remote Pro VGA to NTSC Scan Converter .. 289
V-Mate Pro (video encorder : PC to TV) 189

Conferencing & Video:

Epson Photo PC Color Digital Camera 475
Howard Video Camera 295
Intel Smart Video Recorder Pro 399
Intel ProShare Premier s/w. 259
Intel ProShare Presenter ..... call
Intel ProShare Conferencing Video System ..... call
Kodak DC50 Digital Camera Zoom Lens ..... *(785)
Quick Cam for Win. 99
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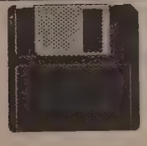

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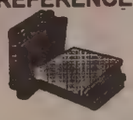

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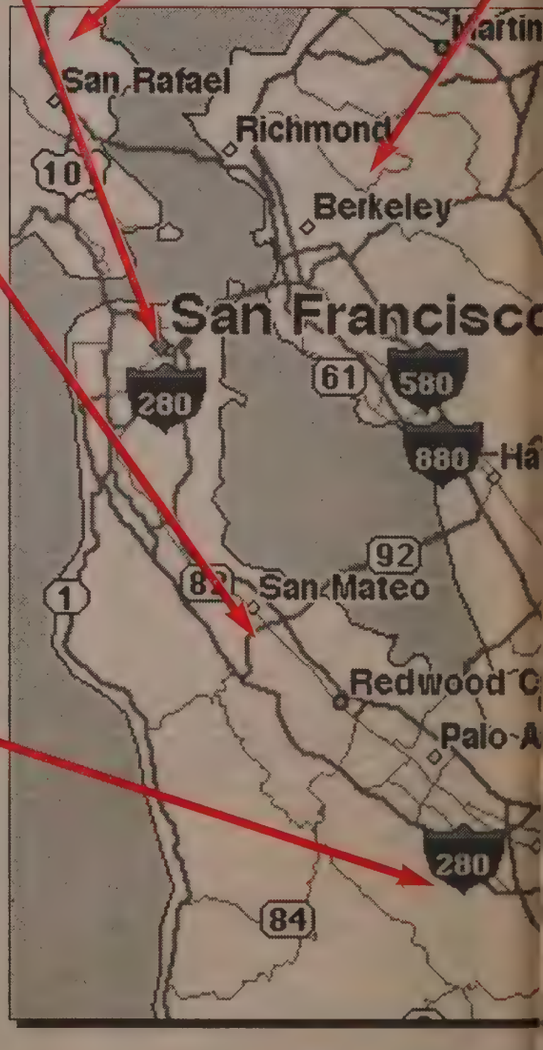

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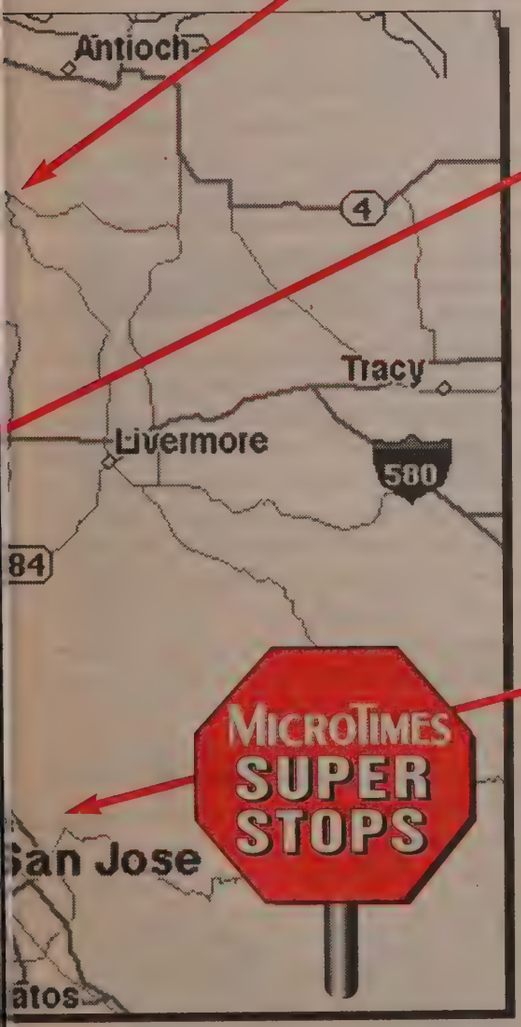

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We're doing a lot more re-recording of music—we're having some challenges with the record labels of their fees being too high, and so if we can get the music publishing rights, which very often we can for a reasonable fee, we're advising the developer to hire people and re-record it. Those kinds of things that are obvious to you and me, developers often aren't aware of.

Our client base of attorneys has jumped 70% since you and I spoke, which is kind of an alarming issue for me, since most of the developers are going to their attorneys to ask these kinds of questions—

And the attorneys are going, "Omigod, I don't know!" *[laughter]*

A few clients have that won't let us talk directly with the developer. They feel like they have all the answers, and they don't.

I give a little word of warning to the developers: "Use your common sense and think about this stuff early, and don't assume that your attorney's going to have all the answers. Certainly don't get your attorney involved in the negotiations if it's a simple clearance issue or rights issue, because it's automatically going to escalate things."

With the Trivial Pursuit CD-ROM project that we worked on, we did the United States version and then we did the clearances for the European version. The European version, of course, came up with all the different types of clearance issues besides the moral rights issues, and between the UK and Germany and France, the attorneys were not readily knowledgeable on that area.

Having ample lead time and being truly able to educate the lawyers and the rights holders and walk them through really took months.

And you don't want to just rush ahead and do it, because you leave yourself wide open to all kinds of things.

Absolutely. And even if they're not going to the length of suing, people are at least placing injunctions and ending up in arbitration. People think, "Oh, that's not going to be that big of a deal..."

But if your title sits in a warehouse for six months...

There you go! And people don't think about this, and it really is happening more and more, for all the reasons we've been discussing.

It's something the developers really need to think about. They're liable. Ignorant or not, they're still responsible. ■

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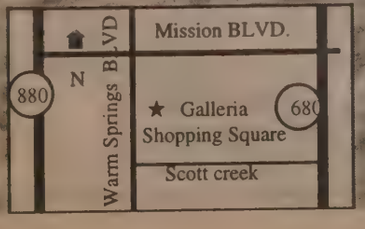

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 continued from page 104

and data networks via satellite. These countries either have poorly-deployed land-based communications systems or areas which are not yet served at all. Satellite communications networks could change all this by allowing high-quality two-way digital voice and data to be transmitted to users literally anywhere in the world. Iridium, for example, proposes as a product idea "a solar-powered phone booth" that could be set up in rural areas which would otherwise be difficult to connect up using traditional wired approaches. These phone booths could be made to be entirely self-contained. I can see it now: I'm wandering in the mountains, and after weeks of arduous hiking I come across a beautiful vista and . . . a phone booth.

Iridium handsets are dual-mode; they can communicate not only with the satellite network, but also with the current analog cellular network.

We may be swiftly approaching the day when, with a combination of wireless home phones, digital PCS, and satellite telephone and data networks, we can have a single phone and a single phone number that will reach us wherever we are in the world. For example, when at home, the phone could detect our presence and become a regular short-range wireless phone that connects to the wireline network via a home-based transceiver (just like the wireless phones we buy today); when driving or traveling in metropolitan areas the phone could connect to the digital network via PCS, and in the rest of the world you could remain connected via the satellite network. Of course, until that day we may be forced to continue to have multiple wired, wireless and pager numbers . . . I for one would be glad to have a single number that followed me around wherever I am.

The Wireless Internet

What about sky-based Internet access? This turns out to be a bit of a technical problem in some ways.

The basic difficulty comes down to the most common networking protocol, called TCP, used to transmit information via the Internet. TCP is an error-free protocol, which means that packets are guaranteed to be delivered in sequence and without errors. In order to satisfy this, the TCP protocol does a lot of verification and what is called "handshaking" to make sure that packets are indeed arriving correctly. This is both the virtue and the downfall of TCP.

What's wrong with TCP? It's a great protocol, and is used for everything from downloading Web pages to doing FTP to handling chat sessions. The basic problem is, however, that TCP is a very delicately-balanced protocol which is designed to work over existing wired networks. When you attempt to communicate via satellites, in particular with geosynchronous satellites, the delays involved just to get the signal back and forth are so great that the TCP protocol can think that there is a serious routing problem and can cause packets to be re-sent over and over again, dramatically reducing bandwidth.

It might be appropriate to re-engineer TCP to be better compatible with two-way satellite communications, although this is very tricky, because any such re-engineering should not be done in such a way as to disrupt existing land-based networks.

LEO satellites have a much lower latency (or delay), however, which makes them better-suited for Internet communications. Even with LEOs, of course, there are problems with latency, but they are much less severe than with geostationary satellites. Thus, it should be possible to handle Internet traffic via satellite without significant problems.

At present there are a number of ventures attempting to deliver high-bandwidth Internet access to your PC via satellite; however, most of these involve using a land phone line as the low-bandwidth "back channel." For example, DirecPC, a San Diego-based company, offers users 400Kbps Internet access using a standard 28.8Kbps modem "back channel." This means you can download information at a whopping 400Kbps, but can only "upload" (or talk back) to the Internet at modem speeds.

There is one severe catch, however—they charge by the megabyte. Users are charged $25 for every 60MB they download per month. Before you decide that that's plenty for you, consider this: What's the use of a high-bandwidth Internet connection if you can only download on average 2MB per day? Although that's a lot of email, it's not very much multimedia, audio, or video content. At full bandwidth, for example, you could theoretically use up your 2MB quota in as little as forty seconds of connect time.

To their credit, DirecPC does provide an unlimited 6 pm-6 am account for $50/month. Of course, ISDN access is considerably more expensive per month, typically; so if your usage is relatively low per day and you're careful about which sites you access, you should come out all right with this service. Other similar ventures have been launched in recent months, but DirecPC is operational now.

To get going you need to purchase about $900 in hardware, but thereafter are charged reasonably low monthly rates as you use the service.

Of course, DirecPC and similar high-bandwidth downstream/low-bandwidth upstream services do not yet allow truly "anywhere, anytime" Internet connectivity, because the upstream channel is still restricted to a phone line. While this is quite adequate for many users, it isn't a truly wireless solution. You cannot use this from the desert of New Mexico (well, at least not unless you have a satellite telephone to use for the upstream channel . . .) The LEO-based technologies are still a bit in the future, but not too far-off, and they hold the greatest promise for truly wireless Internet connectivity. ■

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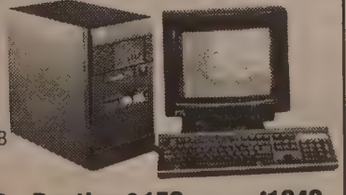

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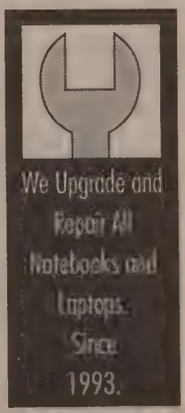

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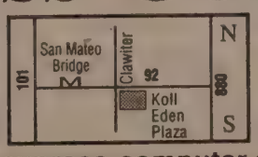

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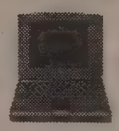

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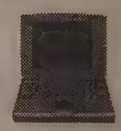

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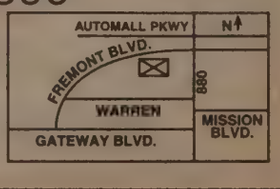

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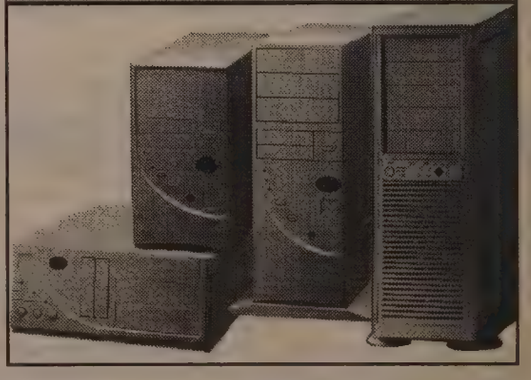

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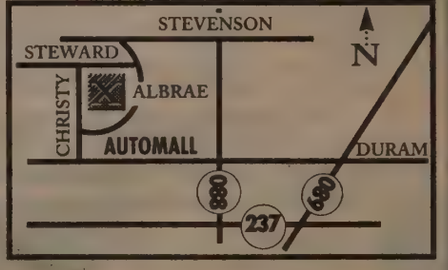

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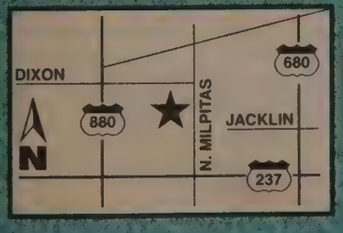

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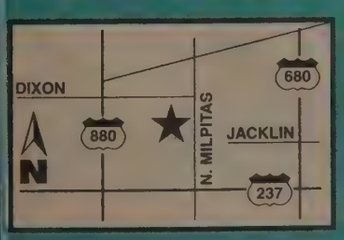

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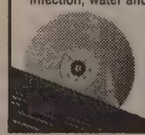

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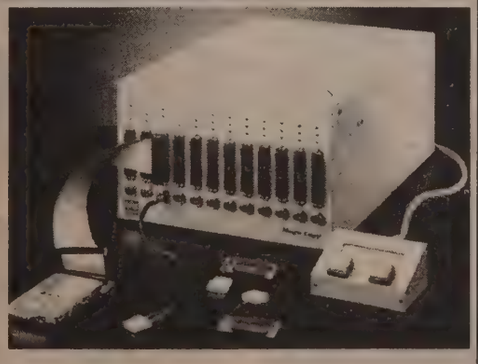

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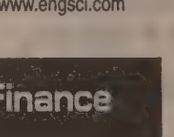

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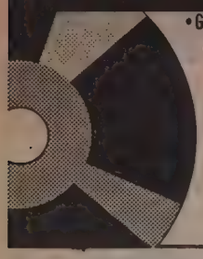

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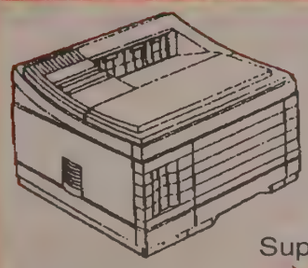

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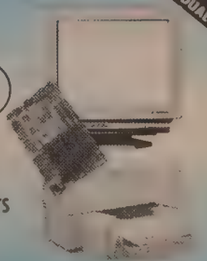

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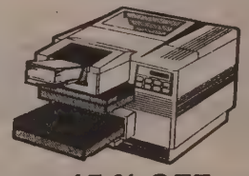

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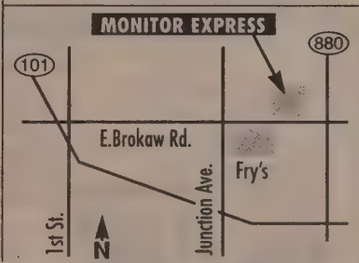

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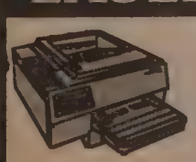

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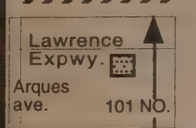

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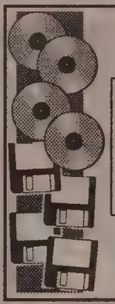

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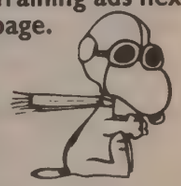

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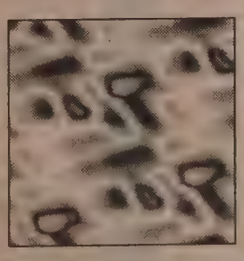

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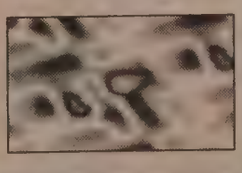

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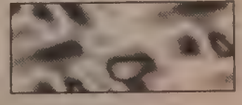

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P5-150/256K PCI (Triton VX)* $828
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* Intel Endeavor/Atlantis M/B.....+$60/70
* Intel Mari/Tucson M/B ATX ..+$90/$110

UPGRADES

See Page 3 of Our Ad for All Upgrade Prices

Why do customers keep buying from HI-TECH USA? Simply because we deliver the best value.

HI-TECH USA SUPER SALE

*BASIC SYSTEM: MOTHERBOARD & CPU, 4MB RAM, IDE WITH I/O, 1.44MB FDD, CASE WITH POWER SUPPLY, AND 101-KEY KEYBOARD.

	MOTHER-BOARD	MOTHER-BOARD WITH CPU	* BASIC SYSTEM W/4MB RAM	* BASIC SYSTEM W/8MB RAM	* BASIC SYSTEM W/16MB RAM	* BASIC SYSTEM W/32MB RAM	*BASIC SYS W/8MB RAM, 540MB HDD, 1MB SVGA CARD & FREE PC DOS	*BASIC SYS W/8MB RAM, 1.2GB HDD, 1MB SVGA CARD & FREE PC DOS	*BASIC SYS W/16MB RAM, 1.6GB HDD, 1MB SVGA CARD & FREE PC DOS	*BASIC SYS W/16MB RAM, 2.0GB HDD, 1MB SVGA CARD & FREE PC DOS
			SEE PAGES 3 & 4 OF OUR AD FOR ALL OF OUR UPGRADE PRICES				(850MB HDD ADD $20)	(1.2GB HDD ADD $40)	(1.6GB HDD ADD $30)	(2.0GB HDD ADD $40)
DUAL PP-200C PCI (SUPER MICRO M/B)	$418	$2188	N/A	$2368	$2428	$2518	N/A	$2528	$2638	$2748
PP-200C PCI (SUPER MICRO M/B)	298	1178	N/A	1358	1418	1508	N/A	1518	1628	1738
PP-200C PCI (INTEL VENUS M/B) ATX	264	1158	N/A	1378	1438	1528	N/A	1538	1648	1758
P5-200C PCI (INTEL MARL M/B) ATX (Tucson: +$40)	148	718	N/A	938	998	1088	N/A	1098	1208	1318
P5-166C PCI (INTEL MARL M/B) ATX (Tucson: +$40)	148	528	N/A	748	808	898	N/A	908	1018	1128
P5-150C PCI (INTEL MARL M/B) ATX (Tucson: +$40)	148	418	N/A	638	698	788	N/A	798	908	1018
P5-133C PCI (INTEL MARL M/B) ATX (Tucson: +$40)	148	354	N/A	574	634	724	N/A	734	844	954
P5-120C PCI (INTEL MARL M/B) ATX (Tucson: +$40)	148	304	N/A	524	584	674	N/A	684	794	904
P5-166/256C PCI (INTEL ATLANTIS M/B)	228	598	$738	758	818	908	$898	918	1028	1138
P5-150/256C PCI (INTEL ATLANTIS M/B)	228	488	628	648	708	798	788	808	918	1028
P5-133/256C PCI (INTEL ATLANTIS M/B)	228	438	578	598	658	748	738	758	868	978
P5-120/256C PCI (INTEL ATLANTIS M/B)	228	388	528	548	608	698	688	708	818	928
P5-100/256C PCI (INTEL ATLANTIS M/B)	228	368	508	528	588	678	668	688	798	908
P5-166C/256C PCI (INTEL ENDEAVOR M/B)	198	568	708	728	788	878	868	888	998	1108
P5-150C/256C PCI (INTEL ENDEAVOR M/B)	198	458	598	618	678	768	758	778	888	998
P5-133C/256C PCI (INTEL ENDEAVOR M/B)	168	368	508	528	588	678	668	688	798	908
P5-120C/256C PCI (INTEL ENDEAVOR M/B)	168	318	458	478	538	628	618	638	748	858
P5-100C/256C PCI (INTEL ENDEAVOR M/B)	168	298	438	458	518	608	598	618	728	838
P5-166C/256C PCI (INTEL ENDEAVOR II M/B)	158	528	668	688	748	838	828	848	958	1068
P5-150C/256C PCI (INTEL ENDEAVOR II M/B)	158	428	568	588	648	738	728	748	858	968
P5-133/256C PCI (INTEL ENDEAVOR II M/B)	148	358	498	518	578	668	658	678	788	898
P5-120/256C PCI (INTEL ENDEAVOR II M/B)	148	308	448	468	528	618	608	628	738	848
P5-100/256C (INTEL ENDEAVOR II M/B)	148	288	428	448	508	598	588	608	718	828
P5-133/256C PCI (INTEL ZAPPA M/B)	128	338	478	498	558	648	638	658	768	878
P5-120/256C PCI (INTEL ZAPPA M/B)	128	288	428	448	508	598	588	608	718	828
P5-100/256C PCI (INTEL ZAPPA M/B)	128	268	408	428	488	578	568	588	698	808
P5-75/256C PCI (INTEL ZAPPA M/B)	108	218	358	378	438	528	518	538	648	758
P5-166/256C PCI (TRITON VX)	94	478	608	628	688	778	768	788	898	1008
P5-150/256C PCI (TRITON VX)	94	368	498	518	578	668	658	678	788	898
P5-133/256C PCI (TRITON VX)	94	308	438	458	518	608	598	618	728	838
P5-120/256C PCI (TRITON VX)	94	258	388	408	468	558	548	568	678	788
P5-100/256C PCI (TRITON VX)	94	238	368	388	448	538	528	548	658	768
6X86-P166+/256K PCI	108	288	418	438	498	588	578	598	708	818
6X86-P150+/256K PCI	108	238	368	388	448	538	528	548	658	768
6X86-P133+/256K PCI	108	228	358	378	438	528	518	538	648	758
5X86-133/256C VLB (PCI: ADD $15)	64	94	224	244	304	394	384	404	514	624
486DX2-80/256C VLB (PCI: ADD $15)	64	78	208	228	288	378	368	388	498	608

HI-TECH BEST BUY SYSTEMS

- 8MB RAM (16MB/32MB: Add $Call)
- 540MB EIDE (850MB/1.2GB: Add $20/$50)
- 1.44MB 3.5" Floppy Drive
- PCI or VLB Controller with I/O
- Enhanced Case w/Power Supply
- PCI or VLB SVGA Card w/1MB
- Mitsumi Keyboard for Windows 95
- Free PC DOS and Mouse w/pad
- Monitor Sold Separately

486DX2-80/256K VLB or PCI.....$408
5X86-133/256K VLB OR PCI.....428
6X86-P120+/256K PCI.....518
6X86-P133+/256K PCI.....528
6X86-P150+/256K PCI.....548
6X86-P166+/256K PCI.....598
P5-75/256K PCI (Intel Zappa).....538
P5-100/256K PCI (Intel Zappa).....568
P5-120/256K PCI (Intel Zappa).....608
P5-133/256K PCI (Intel Zappa).....658
P5-75/256K PCI (Triton VX)*.....528
P5-100/256K PCI (Triton VX)*.....558
P5-120/256K PCI (Triton VX)*.....588
P5-133/256K PCI (Triton VX)*.....638
P5-150/256K PCI (Triton VX)*.....688
P5-166/256K PCI (Triton VX)*.....798
* Intel Endeavor/Atlantis M/B.....+$90/100
* Intel Marl/Tucson M/B ATX.....+$90/$130

HI-TECH DREAM SYSTEMS

- 16MB RAM (32MB/64MB: Add $Call)
- 1.2GB EIDE (1.6GB/2.0GB: Add $30/$60)
- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI with 1MB
- Mitsumi Keyboard for Windows 95
- Enhanced Case w/Power Supply
- Free PC DOS and Mouse w/Pad
- Monitor Sold Separately

486DX2-80/256K VLB or PCI.....$538
5X86-133/256K VLB OR PCI.....558
6X86-P120+/256K PCI.....648
6X86-P133+/256K PCI.....658
6X86-P150+/256K PCI.....678
6X86-P166+/256K PCI.....728
P5-75/256K PCI (Intel Zappa).....668
P5-100/256K PCI (Intel Zappa).....698
P5-120/256K PCI (Intel Zappa).....738
P5-133/256K PCI (Intel Zappa).....788
P5-75/256K PCI (Triton VX)*.....658
P5-100/256K PCI (Triton VX)*.....688
P5-120/256K PCI (Triton VX)*.....718
P5-133/256K PCI (Triton VX)*.....768
P5-150/256K PCI (Triton VX)*.....818
P5-166/256K PCI (Triton VX)*.....928
* Intel Endeavor/Atlantis M/B.....+$90/100
* Intel Marl/Tucson M/B ATX.....+$90/$130

HI-TECH SUPER P5 SYSTEMS

- 16MB EDO RAM (32MB/64MB: Add $Call)
- 1.2GB EIDE (1.6GB/2.0GB: Add $30/$60)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI w/2MB
- Mitsumi Keyboard for Windows 95
- Medium Tower Case w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately

P5-75/256K PCI (Intel Zappa).....$768
P5-100/256K PCI (Intel Zappa).....798
P5-120/256K PCI (Intel Zappa).....838
P5-133/256K PCI (Intel Zappa).....888
P5-75/256K PCI (Intel Endeavor)....808
P5-100/256K PCI (Intel Endeavor)....838
P5-120/256K PCI (Intel Endeavor)....868
P5-133/256K PCI (Intel Endeavor)....918
P5-150/256K PCI (Intel Endeavor)..1,088
P5-166/256K PCI (Intel Endeavor)..1,118
P5-100/256K PCI (Intel Atlantis).....868
P5-120/256K PCI (Intel Atlantis).....898
P5-133/256K PCI (Intel Atlantis).....948
P5-150/256K PCI (Intel Atlantis)....1,018
P5-166/256K PCI (Intel Atlantis)....1,128

UPGRADES

See Next Page for All of Our Upgrade Prices

HI-TECH POWER SYSTEMS

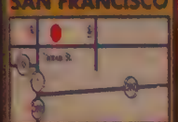
- 16MB EDO RAM (32MB/64MB: Add $Call)
- 2.0GB EIDE
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Matrox Mystique PCI w/2MB
- Keytronics Keyboard for Windows 95
- Medium Tower Case or w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately

P5-100/256K PCI (Intel Marl) ATX.....1,028
P5-120/256K PCI (Intel Marl) ATX.....1,048
P5-133/256K PCI (Intel Marl) ATX.....1,098
P5-150/256K PCI (Intel Marl) ATX.....1,158
P5-166/256K PCI (Intel Marl) ATX.....1,258
P5-200/256K PCI (Intel Marl) ATX.....1,448
P5-100/256K PCI (Intel Tucson) ATX...1,068
P5-120/256K PCI (Intel Tucson) ATX...1,088
P5-133/256K PCI (Intel Tucson) ATX...1,138
P5-150/256K PCI (Intel Tucson) ATX...1,198
P5-166/256K PCI (Intel Tucson) ATX...1,298
P5-200/256K PCI (Intel Tucson) ATX...1,488
PP-200 PCI (Intel Venus) ATX.....1,918
PP-200 PCI (Super Micro).....1,918
Dual PP-200 PCI (Super Micro).....2,918

UPGRADES

See Next Page for All of Our Upgrade Prices

SAN FRANCISCO



Phone (415) 753-6888

PENINSULA

Phone (415) 508-8688

SUNNYVALE

Phone (408) 732-8688

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Phone (408) 262-8688

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Mon-Fri: 8:30am-6pm
9:30am-7pm (Sunnyvale)
Sat: 10am-4pm

SERVICE HOURS
Mon-Fri: 9am-5:30pm
Sat: 10am-3:30pm
(Milpitas & Sunnyvale)

HI-TECH USA
ALWAYS THE BEST

TERMS AND CONDITIONS

1. One year parts and labor warranty on systems.
2. Knowledgeable technical support engineers in service.
3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts.
5. Return shipping must be insured, prepaid and bearing an RMA# on the shipping label.
6. Defective items replaced or repaired at our discretion.
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers excludes peripherals and software. No refunds after 30 days.
9. Superior reputation for service, quality and value.
10. Purchase orders are welcomed and subject to approval.

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ALWAYS THE BEST

(408) 262-8688 ..... Milpitas
(408) 732-8688 ..... Sunnyvale
(415) 508-8688 ..... San Carlos
(415) 753-8388 ..... San Francisco

CASE W/POWER SUPPLY

230W / 250W / 300W Power Supply ..... $22 / 25 / 40
Mini Tower Case w/200W Power Supply 30
Desktop AT Case w/200W Power Supply 36
Medium Tower Case w/230W Power Supply 41
Full Tower Case w/250W Power Supply 57

CONTROLLERS

IDE 2FD/2HD with 2S/1P/1G $10
VLB IDE with I/O 12
VLB IDE I/O (2S/1P) w/16550 UART Chip 14

adaptec

1522 / 1542 CF (SCSI) ..... $69 / 126
1542CP / 1542CPK (SCSI) ..... 160 / 222
2825 VLB / 2842 VLB (SCSI) ..... 78 / 156
2940U PCI / 2940UW PCI (SCSI) ..... 178 / 204
2940UWK PCI (SCSI) 218

DATA TECHNOLOGY

DTC 2280D / 2280E ISA $14/20
DTC 2278E VLB IDE W/16550 UART Chip 24
DTC 2278D VLB IDE I/O Dual Ports 18

PROMISE TECHNOLOGY, INC.

Promise DC-2300 Plus VLB IDE Fast I/O $43
Promise DC-4030 VLB IDE Cache Controller 77
Promise DC-4030+ VLB EIDE 108
Promise DC-5030 PCI IDE 0-16MB Cache 114

HARD / FLOPPY DRIVES

Quantum™
Maxtor® Seagate
MICROPOLIS CONNER
WESTERN DIGITAL

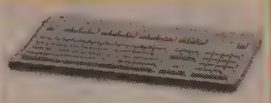
HARD DRIVES
540MB IDE / 635MB IDE ..... $114 / 119
850MB IDE / 1.0GB IDE ..... 124 / 160
1.2GB IDE / 1.6GB IDE ..... 164 / 188
2.0GB IDE 232
520MB / 1.0GB SCSI ..... 138 / 244
2.0GB / 4.0GB SCSI ..... 328 / 764

FLOPPY DRIVES
Epson, SONY or NEC 1.2 / 1.44 FDD ..... $36 / 20
Epson/Teac Dual Floppy Drive ..... 75 / 79
Teac 1.2 /1.44 Floppy Drive ..... 37 / 22

IOMEGA
Ditto Easy 800 Insider 108
Ditto Easy 800 Parallel 154
Ditto Easy 3200 Insider w/Cartridge 234
Ditto 800/3200 Cartridge ..... 35 / 40
Jaz SCSI Drive 1.0GB Insider 374
Jaz SCSI Drive 1.0GB External 464
Jaz SCSI Drive Cartridge 104
Zip Drive 100MB External Parallel 182
Zip Drive 100MB External SCSI 184
Zip Drive 100MB Cartridge 17

ZIP DRIVES (Epson)
100MB External Parallel $178
100MB External SCSI 178

KEYBOARDS



101 Enhanced Keyboard for Windows 95 ..... $12

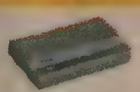
FOCUS
FK2001 101-Key Click 22
FK2001 for Windows '95 28
FK6200W 104-Key for Windows '95 23
FK7200W w/Trackball for Windows '95 30
FK8000 w/Calculator 32
FK9000 Programmable w/Calculator 38
Keytronics 104-Key for Windows 95 17
Mitsumi 104-Key for Windows 95 12
Maxiswitch 101-Key Enhanced 19
Maxiswitch Nova PS/2 19
Maxiswitch Pro II 124 Key Programmable 41
Microsoft Natural Key (w/System) 56

MEMORY & CPU

SIMM
1MB / 4MB (30 Pin) ..... 8 / 27
4MB/8MB (72-Pin) ..... 23 / 39
16MB / 32MB (72-Pin) ..... 99 / 198
4MB/8MB (EDO) ..... 23 / 40
16MB / 32MB (EDO) ..... 100 / 199
Simm Converter (30-pin to 72-pin) 8

CPU
486DX2-80 20
5X86-133 40
6X86 P-120+ 98
6X86 P-133+ 108
6X86 P-150+ 128
6X86 P-166+ 178
Intel P5-75 / 100 / 120 ..... 112 / 144 / 164
Intel P5-133 / 150 /166 ..... 214 / 274 / 378
Intel P5-200 568
Intel Pentium Pro-200 948

MODEMS & FAXES



Fax Modem 14,400 Internal $27
Fax Modem 14,400 w/Voice Internal 29
Fax Modem 14,400 w/Voice External 39
Fax Modem 28.8 with V.34 Int. 64
Fax Modem 28.8 with V.34 Ext 89
Fax Modem 33.6 with V.34 Int 74
Fax Modem 33.6 with Voice Int 84
Fax Modem 33.6 with Voice Ext 96
PCMCIA Fax Modem 28.8 Data w/V.34 128
PCMCIA Fax Modem 33.6 Data w/V.34 138

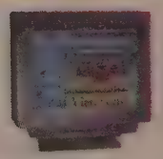
HAYES
Accura 14.400 Int/Ext ..... $77 / 92
Accura 28.8 w/V.34 Int/Ext ..... 144 / 160
Optima 28.8 w/V.34 Int/Ext ..... 348 / 362

PRACTICAL PERIPHERALS
14.400 Fax Modem Int/Ext ..... 63 / 78
28.8 w/V.34 Fax Modem Int/Ext ..... 133 / 148

SUPRA 28.8 Fax Modem w/V.34 Int/Ext 90/132
SUPRA 33.6 Fax Modem w/Voice Int 93

US ROBOTICS
Sportster 14,400 FM Int / Ext SI ..... $39 / 48
Sportster 14,400 FM Int / Ext (Classic) 86/101
Sportster 28.8 (33.6 Data) Winmodem Int 90
Sportster 28.8 (33.6 Data) Fax Modem w/V.34 Int 130
Sportster 28.8 (33.6 Data) Fax Modem w/V.34 Ext 146
Sportster 28.8 (33.6 Data) Fax Modem w/Voice Int .134
Sportster 28.8 (33.6 Data) Fax Modem w/Voice Ext 172
Sportser PCMCIA 28.8 w/V.34 266
Sportster ISDN 128K Int 330

MONITORS*



14" Mono $72
14" VGA Mono 83
14" SGA 1024*768 .28 NI 202
15" SVGA 1024*768 .28 252
17" SVGA 1280*1024 .28 486

CTX

14" Super VGA 1024*768 .28 NI $222
15" Super VGA 1024*768 .28 315
17" Super VGA 1280*1024 .28 564

IIYama (IDEK)

MF-8515 15" 1280*1024 .28 ..... $366
MF-8617E 17" 1600*1200 .26 666
MF-9017E 17" 1600*1200 .25 726
MF-8221E 21" 1600*1200 .30 1,434
MF-9021E 21" 1600*1200 .30 1,526

Impression

14" 1024*768 .28 NI $204
15" 1280*1024 .28 NI 274
17" 1280*1024 .28 NI 494

MAG INNOVISION

1595 15" 1280*1024 .28 (New Model) $321
1795 17" 1280*1024 .26 (New Model) 554
DX15T 15" .25 Trinitron OSD Win 95 356
DX17T 17" .25 Trinitron OSD Win 95 642
MXP17F 17" 1600*1280 .26 688

NANAO®

F2-17 .28 / F2-17EX .26 ..... 778 / 888
T2-17TS .25 / T2-17 .25 ..... 864 / 924
T2-20 .30 / F2-21 .30 ..... 1,698 / 1,714

NEC

C500 / M500 / XV 15+ ..... $380 / 478 / 448
M700 / XV 17+ / XP 17 ..... 758 / 758 / 996
XE 21 / XP 21 ..... 1,622 / 1,876

NOKIA

449E 15" 1280*1024 .28 ..... $424
447L 17" 1280*1024 .28 658
445X 21" 1600*1280 .28 No TCO 1,698

SONY

155F II 15" 1280*1024 .25 ..... $433
17SFH 17" 1280*1024 .25 713
20SFH 20" 1280*1024 .30 1,540

ViewSonic®

14ES 14" 1024*768 .28 ..... $244
15ES 15" 1024*768 .28 316
15G 15" 1280*1024 .28 60MHz 353
15GS 15" 1280*1024 .28 356
15GA 15" 1280*1024 .27 w/Speakers 424
17EA 17" 1280*1024 .28 w/Speakers 586
17GS 17" 1280*1024 .28 Green 578
17GA 17" 1280*1024 .27 w/Speakers 666
GT770 17" 1280*1024 .25 648
PT770 17" 1600*1280 .25 748
17PS 17" 1600*1280 .25 Green 666
20G 20" 1600*1280 .28 1,060
GT800 20" 1600*1280 .30 1,280
G810 21" 1600*1280 .25 1,398
P 810 21" 1600*1280 .25 1,398
PT 810 21" 1600*1280 .30 1,578
P815 21" 1800*1440 .25 1,598

* Monitor Viewable size may be smaller than advertised size

MOUSE

3-Button Mouse Microsoft Compatible $5

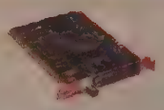
LOGITECH

First Mouse (Serial-2 Button) 12
Mouseman Serial (OEM) 20
Mouseman Bus (Retail) 62
Trackman 68

Microsoft

Microsoft Mouse Serial (w/System) $23

NETWORKS



16 BIT Ethernet Card ISA (Combo) $18
16 BIT Ethernet Card PCI (Combo) 32

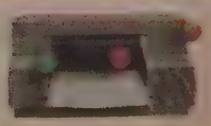
3Com

3C509 ELINK III TP $56
3C509 ELINK III Combo 82
3C900 PCI TP (New) 83
3C900 PCI Combo (New) 112
3C905 TX PCI 100 Base-T (New) 110
3C589 PCMCIA TP 146
3C589 PCMCIA Combo 186

Hubs and Repeaters

5-Port Ethernet Hub $47
9-Port Ethernet Hub 58
16-Port Ethernet Hub 120

PRINTERS



HEWLETT PACKARD

HP 400 ..... $208
HP 680C 308
HP 820C 398
HP 855CSE 498
HP 5L 488
HP 5P 818

Fujitsu

DL 1250 (24-pin) $148

PANASONIC

2023 (24-Pin) $178
3123 (24-Pin) 248

TAPE BACKUPS

Conner 800MB Internal w/Tape $120
Conner 8.0GB SCSI w/Tape 348

COLORADO MEMORY SYSTEMS

DJ-35 350MB Internal 58
T-1000 800MB Internal w/tape 116
T-1000E 800MB External w/tape 160
DJ-50 1.4GB Internal 158
Tape for 800MB 30

SOFTWARE

Microsoft Windows 95 Full Copy CD Version (w/system) $90
Microsoft DOS 6.x (with System) 38
Microsoft Office Professional OEM CD Version (w/System) 188
Microsoft Windows 3.x (with System) 58
Microsoft Windows for Workgroup (with System) 64
Microsoft Windows NT 3.51 Server CD (with System) 438
Microsoft Windows NT 3.51 Workstation CD (with System) 148
Microsoft Windows NT 4.0 Server
5 Clients/10 Clients (with/System) ..... 478 / 648
Microsoft Windows NT 4.0 Workstation (with Sys) 188

VGA CARDS

MGP Card $10
VGA 512K 24
SVGA ISA w/1MB 32
Cirrus Logic PCI w/1MB 28
Trident VLB w/1MB 30
Trident PCI w/1MB 29

ATI TECHNOLOGIES INC.

WinBoost PCI 1MB DRAM (Mach 64) $58
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- 6-Speed CD-ROM
- Removable 1.44 Floppy Drive
- 2MB Display Memory
- Built-In Pointing Device
- 32-Bit PCI Bus
- Built-in Sound Card and Speaker
- NIMH Battery
- One Type III or Two Type II PCMCIA Slots
- FREE DOS 6.x
- Mini Docking Station Option

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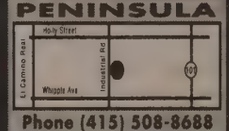

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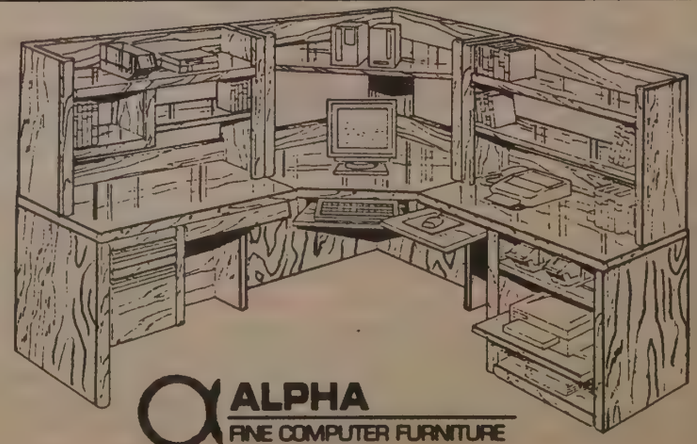

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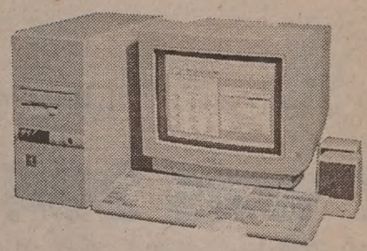

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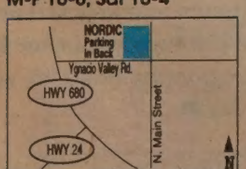

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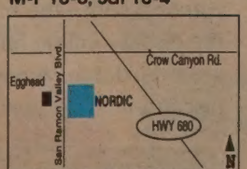

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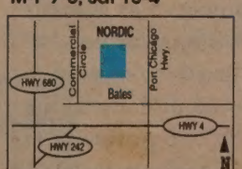

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

The Computer-Human Interface

Or, Reboot Your Brain, Nathan, It's Raining!

It was 2045, March 10th to be exact, when Microsoft announced the Computer-Human Interface, Windows on the Brain '45. According to Marv Humpdorkle, Microsoft spokesperson, this interface will allow "Information In Your Head Without Asking," something Bill Gates had been blathering on about since 2010 or so. It was actually 2102 when Windows on the Brain '45 shipped, some fifty-seven years later, setting the current record for vaporware.

Gates was officially 80 years old at the announcement, although the actual birth certificates had been sealed by a court order. In 2102 he was 137, but didn't look a day over 120. Of course it was hard to tell, since he was in a jar with electrodes running in and out of his brain. He was actually running Windows on the Brain '45 himself. Staffers took delight in rebooting Bill every so often and watching his spindly limp body, floating in a sea of electrolytes, twitch and shake in the process.

Vaporware

For fifty-seven years the magazines had promoted and plugged the product, telling everyone how great it would be when it shipped in the next month or two.

Nobody cared when it was a year late, because it was going to be great! After two years nobody cared. After a decade nobody cared, they couldn't wait to get a copy. A decade is not too long to wait for something that is going to be great, and after all, who needs buggy software?

Finally, after fifty-seven years of waiting, the product was released and immediately recalled for a bug fix. People cheered, knowing how important it was to get those bugs fixed. Two months later came the real roll-out and the big party.

Promise And Reality

Everyone bought a copy of the product and soon discovered that besides paying eighty new dollars for the software, they had to pay an additional fee for the headset you needed to wear to run the software, and also buy the Plus Pak, which actually made the product work properly.

The helmet was completely closed except for a nose hole. A big screw on the top was tightened, and in the process a number of needle-like electrodes would penetrate the user's skull. Each one was targeted for a certain nerve cluster, and in the first few months the calibration of many helmets was determined to be defective, turning a few thousand users into stuttering idiots. Microsoft lawyers, at first, claimed that they were always idiots and had private investigators try to prove it.

When one of the lawyers developed the affliction, the clamor for action rose to a fever pitch. Microsoft finally agreed that there was a problem; they'd replace any defective helmets and would give free beta copies of all future software and a free printer to anyone turned into a stuttering idiot. This was considered more than fair, and sales skyrocketed.

The reviewers could compare the promises with the reality. It turned out that of the 1566 features outlined at the March 10, 2045 press conference announcing Windows on the Brain '45, only fifty-two features actually made it into the product. But the reviewers all agreed that the other features would be incorporated in future releases of the product. At least that's what Microsoft told them at the annual press briefing.

And while the reviewers all noted that Microsoft had not been accurate regarding time-frames in the past, there was no reason to believe that they had not learned their lesson. "Microsoft is now doing things in a timely manner," said Allison Crumcake, columnist for *PC Week* and author of *Crumcake's Bits*, a best seller about Windows on the Brain.

Of the fifty-two features that were actually implemented, the most interesting was the ability to reboot a computer with thoughts alone. A brief scandal occurred when an engineer at Caltech discovered this process was actually caused by physically furrowing your brow as you concentrated on rebooting the computer.

The display was delivered directly to the optic nerve of the user by two probes that drilled alongside the eyeball and into the back of the user's eye sockets, a process many found uncomfortable. "You'll get used to it once the bleeding stops and the contact points scab up for easier access," said the reviewer for *Infoworld*. All agreed that this process caused terrible bloodshot eyes, not to mentioned bleeding from the eye socket that was simply unacceptable.

IBM made the comment that it's OS/2 for the Brain, which was released ten years earlier to no apparent fanfare had gotten around this problem with a non-intrusive radio link to the optic nerve. The radio link would be available sometime within the year, but it's been in beta and stable for the past five years, said the IBMers. Microsoft announced Radio Link for the Brain the next day and said it would be shipping it in a week. In the meantime Microsoft sent all its customers a case of MS-Visine, a strong eye-bleach that took out the redness.

There wasn't much more to the fifty-two features, other than the optic nerve connection and the ability to reboot the computer. After fifty-seven years of waiting, most users bought a copy, poked holes in their eye socket, then went back to Windows NT v245. Still, Bill was happy.

Bill's Bicentennial

Years later, as Gates approached his 200th birthday, he was still chairman and seemed as lively as he did at 137 hanging lifeless in a tank of fluid. They moved him to the Smithsonian, where scientists put him in a display case where kids could reboot his Windows on the Brain '45 system, thanks to a button on the outside of the window.

After a few decades of twitching, jerking reboots, he grew huge and muscle-bound. Eventually nobody believed it was Gates, and the display became less popular. He was removed and put in the Gates Museum in Redmond, WA.

One day a wild monkey from the Redmond zoo broke into the museum and knocked over the display, killing him just two days before his 361st birthday. Windows on the Brain '45 was discontinued the next day. ■

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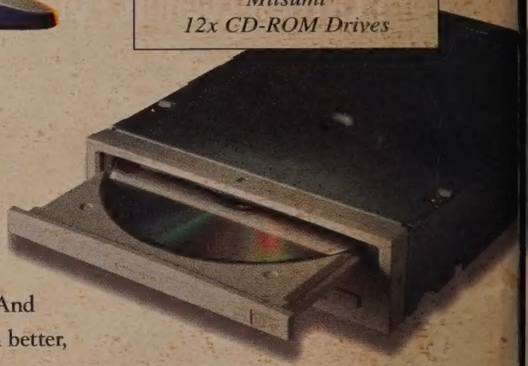

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